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Foreign Commerce Weekly

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Reports included in the Commodity News department generally are prepared by the Business and Defense Services Administration industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

The General Agreement On Tariffs and Trade

Article XXVIII: Modification of Schedules.—The procedures set forth in article XXVIII have provided a remarkable combination of stability and necessary flexibility for the tariff schedules annexed to the GATT.

On the one hand, under these procedures there is in substance agreement by contracting parties to apply generally their respective schedules, for successive, automatically renewable, 3-year periods, by undertaking to refrain from using, except at the end of such periods, the right provided for in article XXVIII to modify or withdraw particular concessions.

On the other hand, recognizing that not every one of the thousands of tariff rates bound in the schedules could forever remain unchanged, article XXVIII does in fact permit any contracting party, at the beginning of each 3-year period, to modify or withdraw particular tariff concessions in its schedule by renegotiating such concessions with the contracting parties primarily affected.

Foreign Commerce Weekly presents the 15th in a series of an Article-by-Article analysis by Honoré Catudal, Trade Agreements Division, U.S. Department of State.

During the original 1947 GATT negotiations it was agreed that the tariff schedules resulting from the negotiations should be stabilized or "bound" for at least 3 years by providing that the right to modify or withdraw concessions under article XXVIII should become effective on and after January 1, 1951. Thereafter, the assured life of the schedules has been extended on several occasions by action of the Contracting Parties. January 1, 1961, marks the beginning of the current 3-year period of stability.

A country desiring to modify or withdraw existing tariff concessions under article XXVIII could do so on January 1, 1958, or at the beginning of any subsequent 3-year period, by negotiation and agreement or consultation with the countries with which the concessions were initially negotiated and with such other countries as are determined by the Contracting Parties to have a substantial trade interest in the particular products affected. In such negotiations a key guiding principle of article XXVIII provides that the negotiating countries will endeavor to maintain the general level of reciprocal and mutually advantageous concessions not less favorable to trade than the level existing prior to the negotiations.

In line with this principle the country desiring to modify or withdraw existing concessions usually seeks to obtain the agreement of the other countries concerned by offering "compensation" in the form of new concessions on items of comparable trade interest to the latter. However, if agreement is not reached that the compensation is adequate for the modification proposed, the country proposing the modification is nevertheless free to take the action and the other countries concerned are authorized to withdraw substantially equivalent concessions initially negotiated with the country making the modification.

In addition to the normal procedure permitting modifications or withdrawals of concessions at the beginning of a 3-year period (sometimes referred to as a "bound" period), additional flexibility is provided in paragraph 4 of article XXVIII. This provides that "*in special circumstances*" the Contracting Parties may authorize the renegotiation of particular concessions at any time (i.e. during the "bound" periods), subject to specified procedures and conditions. Once "special circumstances" renegotiations have been authorized by the Contracting Parties, the procedure is much the same as the normal article XXVIII procedure described above. Here, again, the main guiding principle is the endeavor to maintain the general level of reciprocal and mutually advantageous concessions between the negotiating countries no less favorable to trade than that existing prior to the negotiations.

Article XXVIII bis: Tariff Negotiations.—Between articles XXVIII and XXIX is an article numbered "XXVIII bis," which eventually will be renumbered "XXIX" when the present article XXIX is deleted from the GATT upon the entry into force of the protocol amending part I and articles XXIX and XXX.

Article XXVIII bis sets out basic general rules for tariff negotiations sponsored by the Contracting Parties. There is, first, recognition that custom duties often constitute serious obstacles to trade and that negotiations directed to the reduction of the general level of tariffs and other charges on imports and exports are of great importance to the expansion of international trade. Accordingly the article explicitly authorizes the Contracting Parties to sponsor such negotiations. Although contracting parties are not obligated to participate in multilateral tariff negotiations, there is recognition that the success of such negotiations depends upon widespread participation by trading nations.

Secretary Hodges Advises

SALES—Our Products and Ourselves Will Move U.S. Business Ahead in 1962 World Market

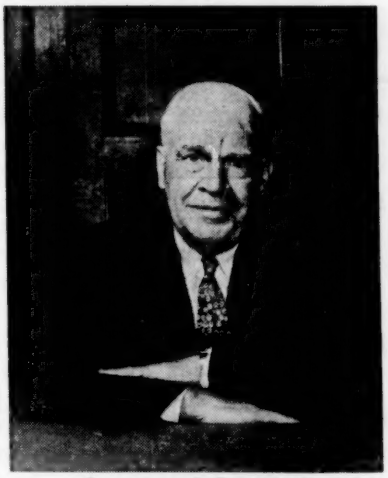
My fellow Americans:

I am delighted to greet you through the pages of Foreign Commerce Weekly, and to extend to you my best wishes for this joyous season.

In subsequent issues, this space will be devoted to the thoughts of many of our international commerce people. It is our hope that they will be informative and provocative, and that they will sharpen our insights to the integral relationship between America's business and industrial complex and the future of our leadership in the Free World.

Never before has this relationship been quite as clear-cut as it is today. Throughout the world, we are witnessing the emergence of aggressive, viable business systems. We no longer have a corner on modern technology. Research and development, manufacturing, marketing, merchandising, advertising—these no longer are solely American skills; increasingly, they are becoming worldwide skills.

In Western Europe, in Japan, in many other friendly nations, the economic know-how we helped provide through humanitarian—and self-interested—programs of recovery and reconstruction now poses an urgent challenge to the resiliency of our own business talent. In the Soviet Union and her satellites lies still another challenge: An emerging industrial giant all too aware of the political potency of economic penetration.



Secretary of Commerce Luther H. Hodges

What does all this mean to the American businessman? It means that, as President Kennedy put it, capitalism is on trial. It means that America has an unparalleled opportunity to do the very thing America knows best how to do: Compete!

Competition, of course, helped to make our country strong. But, in the field of foreign trade, I wonder if we have fully used all of the competitive know-how at our command. I hear so often the cliche that our country—because of high labor and other costs—has "priced itself out of world markets." I wonder if a more basic truth is that too often we have failed to **sell** ourselves and our products to world markets.

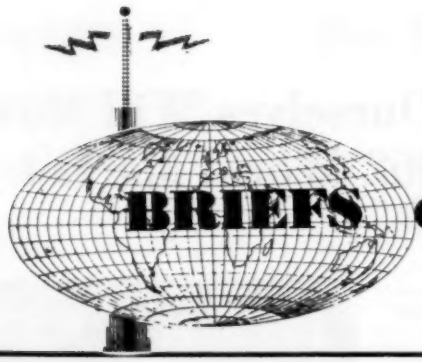
Certainly, there are companies—even whole industries—which find it more difficult to compete abroad. In calling for new tools which will promote a freer exchange of goods between nations, the President is very much aware of this problem. Yet an important part of the problem is not pricing, but selling. We have not always been aware of what to sell or just how and where to sell it abroad. We have not always taken advantage of the excellent business-supporting services provided by our own and many other Departments in the Government. We have not always used the resourcefulness and ingenuity that have made American business the standard of excellence all over the globe.

We must rise to the challenges and opportunities. I think we will. The economic implications of world affairs are getting across to our people as never before. There is a growing realization that the United States cannot stand still while the rest of the world leaps ahead.

As this new consciousness grows, a new era will dawn for the American economy. Our business and industrial and farm leaders will begin to take full advantage of profitable export markets. Plants which make products which cannot now compete successfully will begin to think of harnessing and redirecting their brain power and manpower to make products which can. New export industries will create new jobs for American workers. New jobs will generate more demand for more products and more services—and still more jobs. While we are helping to raise the standard of living at home and around the world, we will be making major advances in solving our own balance of payments problem, thus enabling our country to maintain and strengthen its leadership in the Free World.

The coming of a New Year is traditionally a time for reassessment, redirection, rededication. Let each of us, then, resolve to move ahead, in whatever way we can, toward a world in which trade may be the cornerstone of lasting peace.

Luther H. Hodges



A Weekly Roundup of Timely News Items Received From More Than 280 Foreign Service Posts

BRIEFS ON WORLD COMMERCE

- ARGENTINA.--Government has signed agreement with foreign-owned Cia. Suizo Argentina de Electricidad for acquisition of company's chain of small electric power stations and icemaking plants.
- AUSTRALIA.--Japan has taken first place as buyer of Australian exports since July. Exports to Japan totaled $146 million, while exports to the U.K., traditionally Australia's best customer, were worth $137 million. Exports to U.S. in same 4 months also showed sharp increase, from $19 million to $52 million.
- BELGIUM.--Economy continued at a high level in November with AGEFI industrial activity index at 143.2, 9 points ahead of November 1960.

  Based on 10-month data, BLEU exports expected to reach 196 billion francs in 1961 against 189 billion in 1960 (1 Belgian franc=US$0.02). Trend toward Common Market continued, while shipments to U.S. to date were about equal to 1960 period.

  Foreign investments in Belgium have increased in 1961 to 148, totaling 4,854 million francs, well above 1960's investment of 3,353 million francs in 143 industrial establishments. U.S. accounted for 70% of total in 1960.
- BRAZIL.--The 150% prior deposit on commercial imports will be reduced to 140% as of January 1, 1962, and reduced monthly thereafter in increments of 10%. The 50% deposit required on financial transactions also will be reduced in increments of 10%, being 40% as of January 1.
- BRITISH GUIANA.--Rapid flight and depletion of exchange reserves has been given by Government as reason for applying exchange controls to Commonwealth countries which formerly applied only to non-Commonwealth countries.

  Wholesale profit limit of 25% of actual cost has been set by the Government on spare parts for tractors, grain-milling machinery, industrial trucks and lorries, and woodworking machinery. Retail profits limit set at 15% in Georgetown area and 20% to 30% in other geographical areas.
- BRITISH HONDURAS.--Maximum estimates of 100,000 boxes of grapefruit and 50,000 boxes of oranges for the current crop year ending June 30, 1962, indicate damage to citrus production wrought by Hurricane Hattie. Citrus crop, 1960-61, was 261,000 boxes of grapefruit and 718,000 boxes of oranges.
- BURMA.--The Five Star Line, a Burmese firm, concluded negotiations for a $2.5 million 10-year credit at 6% for purchase of a 9,700-ton cargo ship in Germany. This would be first purchase of capital goods on credit by a Burmese firm.
- CEYLON.--A sliding scale export duty on rubber, based on current weekly London prices, has replaced the fixed duty of 20/100 of a rupee per pound. If price falls below 80/100 of a rupee per pound to the producer, no duty will be charged. The rupee is valued at US$0.21.
- COLOMBIA.--A gas pipeline from Cicuco to Barranquilla reportedly will be completed early in January. Length is 228 kms.

  The Valle branch of the Territorial Credit Institute plans to spend 10 million

pesos (670 pesos=US$1) in housing for middle-income groups. Initial work is to cover construction of 500 houses.

Plans to set up a dynamite factory in outskirts of Bogota have been completed, according to Industrial Development Institute. Plant, to cost about $2 million, expected to begin operations by end of 1963.

Congress recently passed law ordering studies to be made of Marquezote River in Guajira area to determine possibilities for construction of a dam.

- CONGO, REPUBLIC OF THE (LEOPOLDVILLE).—The usual legal requirement that 50% of all goods purchased be shipped in U.S. flag vessels was waived under terms of recent U.S. $12.9 million grant made to Congo through the United Nations. U.S. authorities, however, prefer that goods be shipped in U.S. bottoms.

- FRANCE.--Renault and Italian automobile manufacturer Alfa-Romeo have formed company, Societe pour le Developement Automobile en Italie Meridionale (S.A.M.), which will use Alfa-Romeo sales and service network throughout Italy to sell Dauphines and new Renault R-4 models. Latter cars will be assembled at Alfa-Romeo plant near Naples.

  Philco International Corp. has concluded licensing agreement with Schneider Radio Television of France through Philco Organization S.A., Fribourg, Switzerland. Philco TV receivers will be distributed by Societe Franco-Amerique Pour L'Electronique (Soframel).

  American Can Corp. has acquired 30.4% of Les Fils de H. Sudry, French firm located at Nantes, producing packaging and canning machines; 51% of Sudry capital is held by Ferembal, second most important can producer in France. Other important shareholders are French steel firms Redange, Pont-a-Mousson and de Wendel.

  Societe Solvay et Cie announced plans to build plant at Tavaux (Jura) for production of a new packaging film from vinylidene chloride copolymer which will be sold under the tradename IXAN. Plant, which should be completed in 1962, will have yearly initial capacity of 5,000 tons. IXAN said to be particularly useful for packaging machinery and metal objects.

- GERMANY, FEDERAL REPUBLIC OF.--New import quotas announced for variety food and agricultural products. See article in Foreign Government Actions department of this issue for further details.

- IRAQ.--New law reduces areas allocated to foreign petroleum companies operating in Iraq. For details, see article in Foreign Government Actions department of this issue.

- ITALY.--New facilities at Milan airport will enable air cargo shipments to be cleared through customs and released immediately to consignees. Previously all shipments arriving at airport had to be moved to central customs warehouse in Milan unless consignee was willing to stand expense involved in sending out a special inspector to clear goods at warehouse.

  Government reportedly considering 350 billion lire (approximately $563 million) 5-year plan to spur recovery of depressed areas in center-north regions of the country. Primary purpose of plan is to help stem flow of people from countryside to towns and reestablish proper relationship between population and resources in depressed areas particularly in regard to agricultural resources.

  There were 50,463,762 people maintaining a permanent residence in Italy, about 6% more than in 1951, according to preliminary results of official census in October. The regions of Latium (Rome), Lombardy (Milan), Sardinia and Piedmont (Turin) made greatest population gains in that order. Among the large cities, Rome grew the most adding 500,000 to her population of 1951, an increase of about 30%. A 14% increase in family-owned firms occurred since 1951 and a 24% increase in corporations and partnerships, although the latter are outnumbered by the former 1,550,000 to 180,000. The number of industrial plants

increased by only 4% while commercial establishments increased by 23% and service establishments by 32%.

- JAMAICA.—Cost and sale price must now be given by traders on demand to the Trade Board.

  Bauxite production, of which 48% went to U.S. last year, was 3.1 million tons for first 6 months 1961, a rise of 9%.

- JAPAN.—Mitsubishi Shipbuilding & Engineering recently began construction at Shimonoseki of a factory to build hydrofoil craft, scheduled for completion in April 1962. Materials processed elsewhere under subcontract arrangements will be assembled on two series of building berths with annual capacity of twelve 30-ton civilian and two 100-ton naval hydrofoil craft. Mitsubishi has developed its own technology for hydrofoil craft.

- KOREA.—Korea Electric Co. announced 5-year plan for development of country's electric power generating facilities. Twelve projects are envisaged—10 for expansion or construction of thermal power facilities and 2 for construction of hydroelectric facilities at Chunchon and Sumjinkang. Goal is 950,000 kw. by end of 1966 compared with present 282,000 kw.

- MALAYA, FEDERATION OF.—Malayan Tobacco Co., subsidiary of British-American Tobacco Co., has opened a US$3 million factory.

  Parliament recently approved a change in Malayan Customs Tariff which switches the Trade Classification List from the Standard International Trade Classification (UN system) to the Standard International Trade Classification Revised 1960 (combining the UN and Brussels systems). Use of modified Brussels nomenclature is expected to benefit traders and speed up governmental statistical reporting.

- MALI.—Draft of 1962 Mali import program allows $1.6 million for dollar-zone imports not including allocations for petroleum products and imports subject to state trading company monopoly. Most significant items to be imported from dollar zone are tractors, automobiles and parts, machinery, and refrigerators.

  Government recently established a Service of Mines, Geology, and Mineral Prospection which will prepare a mining code, supervise all mining activities, carry out mineral research, and award mining contracts.

- MOZAMBIQUE.—Japanese industrialists have held preliminary talks with Rhodesian mining interests and Mozambique Government officials in Lourenco Marques on possibility of constructing two iron ore blast furnaces in Southern Rhodesia in exchange for substantial quantities of Rhodesian iron ore and ingots. Materials for building the blastfurnaces, as well as the iron and ingots, would be shipped through Mozambique's two principal ports of Beira and Lourenco Marques. Should present negotiations result in formal agreement, planned harbor dredging and other improvements must be made before mid-1964, meaning that operations must begin in immediate future.

- NIGERIA.—House of Representatives recently passed motion reaffirming Government's dependence upon private enterprise as a means of economic development. Motion also welcomed the increasing of Nigerian participation in private undertakings.

  A trade agreement has been concluded between Nigeria and Poland for an undisclosed amount. Poland is to import "up to" £500,000 ($1,400,000) of Nigerian products, including cocoa, timber, and rubber.

  Nigerian cocoa crop now estimated at 150,000 to 160,000 long tons. Peanut crop, estimated at 650,000 long tons, will be second largest on record.

  A 20-man Swedish trade mission has been sent to Nigeria. Presence indicates increasingly intense European competition for Nigerian market.

  Phillips (Netherlands) has announced it will participate with a Nigerian company in opening a radio, record, and light bulb plant in Onitsha in March 1962.

- PAKISTAN.—Government has accepted plan submitted by Swindell-Dressler Corp. & Associates of the United States for setting up a 350,000-ton steel mill at Karachi. Project will cost 650 million rupees ($136.5 million) and is expected to be completed by 1965.

  Government announced on November 30 that importation of sugar would be allowed against bonus vouchers without restrictions and without any control over distribution or price. Product previously had been permitted for certain eligible industrial users only.

  On return from Japan, Minister of Industries announced that Japan is considering additional $15 million loan to Pakistan. Minister also stated that present $20 million Japanese credit would be allocated as follows: Pakistan Industrial Credit and Investment Corporation, $5 million; Industrial Development Bank of Pakistan, $5 million; Posts and Telegraphs, $5 million; Chittagong steel mill, $3 million; and a proposed rayon factory, $2 million.

  An export target of 80 million yards of cloth for 1962 has been set in an agreement between Government of Pakistan and the All Pakistan Textile Mills Association.

- PHILIPPINES.—Agreement has been concluded between the Philippines and German Government for establishment of a pilot plant at San Carlos University in Cebu for research in extraction of coconut oil and chemical conversion into fatty alcohol sulfates.

- SWEDEN.—Transfrigoroute AB and the City of Halsingborg have reached an agreement to jointly construct and operate a center to service the international truck traffic between Scandinavia and the continent that passes through Halsingborg.

- TAIWAN.—Legislature has approved in principle participation by government-owned Chinese Petroleum Corp. (CPC) in proposed Mobil-China Urea Co. which will provide the corporate framework for US$22 million Mobil-Allied Chemical-CPC investment in a urea fertilizer plant.

- THAILAND.—Construction of a model rice mill is under consideration by the Government. Purpose would be to encourage the building of similar mills by mill owners whose use of outdated equipment is responsible for a high percentage of broken rice.

  Corn exports for first 10 months of 1961 have increased by about one-third over comparable 1960 period. Shipments were valued at $14.9 million, compared with about $12 million for same months in 1960. Japan continued to be chief buyer, in past taking nearly 80% of Thailand's corn shipments.

  In planning for construction of a new refinery in Sriraja, 60 miles north of Bangkok, Thai Oil Refinery Co. (TORC) has concluded 17 contracts with firms in U.S., U.K., France, West Germany, and Netherlands.

  Discussions held recently have resulted in signing of a trade agreement with Argentina. Details not available, but Argentina reportedly interested in imports of Thai silk and gunny bags while Thailand interested in purchase of Argentine fertilizer, milk products, wheat, and chemicals.

- VENEZUELA.—World Bank has lent Venezuelan Government $45 million to finance two expressways. New roads will provide better transportation from Caracas to Valencia and from Valencia to second largest port, Puerto Cabello, fastest developing and most populous region in Venezuela.

- VIET-NAM.—Department of National Economy announced automobile battery imports will be banned until May 23, 1962, to protect local industry. Imports of batteries of other types will be permitted.

- YUGOSLAVIA.—A 40-km. stretch of the Adriatic Highway between Kosovska Mitrovica and Pristina, a major tourist highway, was opened to traffic recently.

Construction in The West Indies Offers U.S. Many Business Opportunities

A profusion of trade and investment opportunities exists in the Federation of The West Indies, as its rapid pace of construction activities continues.

The high level of construction activity has been spurred by a variety of factors including increases in the tourist trade, foreign exchange reserves, Government encouragement of foreign investors, and interest of U.S. and local Governments in improving living conditions for indigent populations and an improvement of the industrial base for production.

Tourist dollars in 1960 were up 11% over the previous year and U.S. trade dollars received in the first 9 months of 1961 exceeded trade dollars spent by $58.3 million, or 83%.

Each of the island territories of the Federation has passed legislation to aid the development of their various industries, while Trinidad and Jamaica have aggressively sought to promote low-cost housing and public works.

Tourist Accommodations Increase

Construction of tourist accommodations throughout the West Indies has been spurred by an increase in the number of visitors, especially to the Leeward and Windward Islands. From 1959 to 1960, tourism in the area expanded roughly 17% in the total number of visitors and 11% in the total amount of tourist expenditures. It is too early to estimate the eventual effect of the reduced duty-free allowance on imports granted to returning U.S. tourists by U.S. Customs. At present, construction of tourist accommodations continues apace throughout the area.

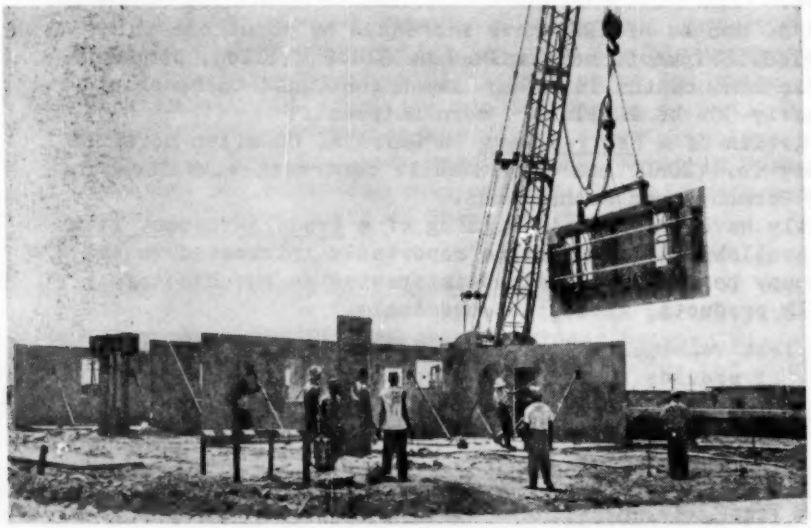
Antigua, in the Leeward Islands, with its rapidly expanding tourist trade, has had 10 new hotels since 1958, bringing the total to 15. Six more hotels, under construction, soon will be completed. The past tourist season in Antigua has been reported as above expectations, and bookings were reported good by several hotels for the August carnival. Though the total of arrivals for the first 8 months of 1961 have been below those of the corresponding period of 1960, a slow but steady improvement began during the 1961 summer season and is likely to continue for the rest of the year.

To consolidate the expansion of the tourist trade in Antigua, and to facilitate its continued expansion, the Government has built a new airport terminal and has drawn up plans to extend the runways. A deep-water harbour at St. Johns, to cost an estimated $6 million, and expanded electricity and telephone services also are planned for Antigua. The U.S. Government is providing $150,000 and $218,000 assistance in the construction of the harbour and runways respectively.

In the Windward Islands, construction of new accommodations to attract tourists has had a slower beginning, with building finally begun on the long-awaited hotel at Reduit, St. Lucia. Reportedly, plans have been made for the construction of three more hotels in the area, one on St. Lucia to accommodate 160 guests, one on Grenada to accommodate 120 guests, and a third on Antigua to accommodate 160 guests.

In Jamaica, four new hotels have opened since the end of last year, and construction has started on the new Sheraton Kingston Hotel, scheduled for completion in time to house visitors to the Caribbean International Games in July 1962. With the number of visitors to Jamaica last winter down 7% over the previous winter and this summer up over previous years, it is possible that some of the luxury trade that formerly came to this island has been diverted to other places possibly Antigua and the out islands of the Bahama Islands. Attracted to Jamaica in its place might be the middle- and lower-income tourists found more frequently in the summer trade.

New developments in Barbados, Trinidad, and Tobago indicate that these islands also are expanding their tourist facilities as the number of tourists to the area increase. While Barbados is emphasizing the construction of winter homes, Tobago has been developing a cottage colony and Trinidad has extended its scenic north coast road providing easy access to two of that island's best beaches. Also on the Island of Trinidad, expansion of existing facilities is under way at the Lido and Normandie Hotels and plans have been made for a new hotel of 120 rooms on the north shore and a $1-million, 100-acre beach resort on the south shore.



COURTESY ALLIS-CHALMERS MFG. CO. AND JOHN MOYNAHAN & CO., INC.

Jamaica Housing Project: A wall section drops into position by means of truck-mounted crane which utilizes the suction cup grab technique. Control, versatility, and damage-free handling have keynoted use of this lifting system.

Low-Cost Housing Expands

Better homes are in demand and under construction in the West Indies as the economies of the several territories continue to develop and as the United States and local Governments turn their attention to slum clearance.

The low-cost housing efforts in the Federation have been concentrated in

(See Construction, page 28)

Bid Call Expected Shortly For Canadian Dam Project

Calls for tenders for the first phase of construction of the Peace River Hydroelectric Development Project in British Columbia are expected to appear shortly.

The first phase will consist of three diversion tunnels, 48 feet in diameter and 2,500 feet long. Plans and other information needed by contractors will be available on January 3; bids will be returnable by the end of February, and the contract will be awarded by April 1.

Interested contractors are expected to visit the pilot tunnel now under construction at Portage Mountain, about 70 miles east of Findlay Forks, B.C., before entering bids.

Portage Mountain will be the site of the first and largest of the two dams contemplated in the Peace River project. It will be 615 feet high and eventually will have a hydroelectric generating capacity of 2.5 million kilowatts.

A second dam will be built 12 miles downstream, near Hudson Hope, B.C., and will have a generating capacity of 650,000 kilowatts.

Bids for construction of the Portage Mountain dam will probably be opened in the fall of 1962.

Further information is available from the General Purchasing Agent of the B.C. Electric Co., J. S. Purves, 970 Burrard St., Vancouver, B.C.

Monterrey Taxicabs To Install Meters

The 3,000 taxicabs now operating in Monterrey, Mexico, apparently will be required to install taximeters within the next few months. A meeting will be held in January between officials of the Transportation Department and leaders of the Taxicab Union to arrange final plans.

Examples of Swedish and German taximeters are already available in Monterrey to show to the taxicab owners. They are reported to cost between $204 and $220, with payment spread over 2 years.

However, the Transportation Department would like to receive offers and examples from U.S. manufacturers of taximeters for examination by the taxicab owners.

Interested firms should write, preferably in Spanish, to José Ricardo Berain Jiménez, Jefe de Tránsito, Mercado Colón (3er Piso), Monterrey, N. L., Mexico.

Foreign Governments Seek Timber, Telephone Equipment, Other Items

SEVERAL foreign governments, through their authorized procurement agencies, invite U.S. suppliers to bid on a wide variety of goods. Bidding instructions, specifications, and other pertinent data are available on items indicated by a star (★).

Material may be borrowed from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-2381. When requesting information, state date of magazine in which bid invitation was announced, as well as item, tender number, purchasing agency, and country.

Australia

Extension of bid deadline for supply of 14 220-kv. **transformers** and **road vehicles** for their transport (see FCW, Oct. 23, p. 13); from Jan. 15 to Feb. 5.

Butterfly valve, operating mechanism, and **accessories;** April 3. Controller of Stores, Snowy Mountains Hydroelectric Authority, P.O. Box 322, Cooma North, New South Wales.★

Distance protection **relay equipment;** June 2. Sydney County Council, Sydney.★

Ceylon

Supply of "B" stores to National Small Industries Corp., 181 General's Lake Rd., Colombo 2, Ceylon. Items required include **brass screws, locks and hinges; beeswax; turpentine; plaster of paris; brass bolts; copper nails; white lead;** and **red lead paint;** tender no. 5/7/WW/B Stores. Jan. 15.★

Sulphuric acid for storage batteries; Jan. 24. Chairman, Tender Board, Ceylon Transport Board, Kirula Rd., Narahenpita, Colombo, Ceylon.★

Multivitamin tablets, vitamin B, and **ascorbic acid;** March 13. Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo, Ceylon.★

Sliding windows and **windscreens;** Jan. 17. **Aluminum sheets** and **tread plates;** Jan. 10. Tender Board, Ceylon Transport Board, Kirula Rd., Narenpita, Colombo.★

El Salvador

Metal **hospital beds; baby cradle** and **supports;** Jan. 19. Proveeduría General de la República, San Salvador.★

Hong Kong

Metal **furniture** for airport terminal; Feb. 2. Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, SW. 1., England.★

India

Wheelsets for railway cars, broad & meter gage; Jan. 16. Director, Railway Stores, Railway Board, Rail Bharan, Raisina Road, New Delhi.★

Supply and installation of **gas plant,** with electric motor, automatic gas generator, and pipelines; Jan. 12; tender SE-5/13693-M/IV/61, available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., for $2.60.

Goliath **crane,** 70-foot span, a.c. drive, 3-ton capacity grab, for loading and unloading coal; Jan. 23; tender SR6/15217-M/II, available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. for $2.10.

Core drills; Feb. 19; tender CPO/M/CG/Drills/672-R, available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., for $2.10, not refundable.

Turnkey job for coal washing plant; March 31; tender HSL/CWP/DGD-II, available from India Supply Mission for $105, not refundable.

Steel billets, plates, and sheets; Jan. 16; tender S-18 of 1961, available from Indian Supply Mission for $2.10, not refundable.

Nitric acid plant; March 28; tender Project/SE/8460-M/I; **sulphuric acid plant;** March 28; tender Project/SE/8467-M/I. Both tenders available from the Directorate General of Supplies & Disposals, N. I. Bldg., Parliament St.,

(See Governments, page 10)

DEPARTMENTS

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Bid Invitations on DEVELOPMENT LOAN FINANCED PURCHASES

Lending functions of Development Loan Fund transferred to AGENCY FOR INTERNATIONAL DEVELOPMENT (AID) U.S. Department of State

Foreign borrowers under U.S. Development Loans invite tenders, either directly or through their authorized agents, covering loan financed purchases.

Supplementary information, as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2277 in Washington.

India

Supply of miscellaneous **pumps** required for Thandrapura Thermal Power Station of the Damodar Valley Corp., Calcutta. Loan 125; ICA Code 899, worldwide; tender S/74/DLF. Feb. 23. The India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C., where tender forms, including specifications, may be obtained for $1. Also available from Director General, India Store Department, Government Bldg., Bromyard Ave., Acton, London W.3; Embassy of India, Naigi Bldg., 13/20 Chome Marunouchi, Chiyodaku, Tokyo; Indian Trade Commission in Australia, Caltex House, 167/187 Kent St., Sydney; Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Cost of tender forms sold not refundable and forms not transferable.

Spring steel strips for manufacture of textile loom accessories, BOM/IL/TEX/GUJ/CLD/3669/AS-61; **tin mill black plate W/W 29 gage and thinner,** for manufacture of bobbin shields, BOM/IL/C/TEX/GUJ/3010/3546/AS-61; mild **steel strips** of various types for manufacturing textile accessories and textile machinery parts, such as weft grates and nibs, BOM/IL/TEX/GUJ/1904/4055/AS - 61; cold rolled and deep drawing quality m.s. **sheets** for manufacture of textile parts, BOM/IL/C/TEX/GUJ/1004/3830/AS-61; **industrial scrap,** BOM/IL/C/TEX/GUJ/30/3668/AS/61; low carbon mild **steel reed wire 8 gage and thinner,** BOM/IL/C/TEX/GUJ/CLD/3669/AS-61; high carbon **wire 8 gage and thinner,** BOM/IL/C/TEX/GUJ/CLD/3669/AS-61. Loan 159; **U.S. source.** Jan. 15. The Metro Wood & Eng. Works Pvt., Ltd., Reid Rd., Dhanlakshmi Market, Ahmedabad 2. Cable address: METROBOBIN, Ahmedabad.

High tensile **steel** to specification BSS EN 12, size 3¼ in. dia.; **stainless steel sheets,** 14G. Loan 159. **U.S. source.** IL# BOM/IL/C/TEX/MAH/CID/4267/AS - 61. Jan. 31. Lakshmiratan Engineering Works, Ltd., Ferguson Rd., Lower Parel, Bombay 13. Cable address: TEXPINDLES, Bombay.

Indenting hot press hexagon nut making machine with a capacity of ⅞ in. to 1¼ in. standard hexagon and square nuts BSS916; **nut tapping machine** with three-spindle No. HM set 33 up to 1¼ in. tapping capacity; **tools,** for hexagon and square nuts. Delivered at Howrah. Loan 144; ref. no. NSIC/HP/2C-936/61; worldwide. Feb. 2. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

One set 3 in. **extruder and ancillary equipment** for manufacture of tubes, films, cables, and other industrial articles by plastics and raw materials. Ref. NSIC/HP/2C-934/61. **Machines** required for manufacture of **moil point, peg point shanks, and rock, and drill rod bits; drill steel sharpener** with punch, shanking device with necessary accessories; **air compressor; air receiver** 24 in. x 8 ft. vertical with standard fittings. Delivered at Calcutta. NSIC/HP/2C-882/61. Loan 144; worldwide. Feb. 15. The National Small Industries Corp., Ltd., Rani Jhansi Rd., New Delhi 1.★

Israel

"Compa" station, C53GKB-1100A Motorola, or equal; TMN-6007A **desk microphone,** 3; TNL-6297A **adaptor,** 3; D43GGV-1101BM Motorola **mobile station,** 4; H23BAM-1101AM Motorola **handle talkie,** 2; CA5-150 "Scala" **yogi antenna;** 150 ft. HO **heliax cable;** 10804-6 Andrew connector. Loan 126; **U.S. source;** sub-authorization OM 3712. **Mack Model B-43S,** or equal, with various equipment and extras. Loan 214; **U.S. source;** sub-authorization 790/1/2. Jan. 15. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attention, N. Nisen. Tenders should bear reference to S/A number and be prepared on basis of f.a.s. U.S. port of exit. Delivery desired by February. Prices should be itemized and show both trade and cash discounts. Suppliers may devise own forms for submitting tender to buyer, in duplicate.★

Thailand

Copper cable. Loan 19; invitation PDC-MEA-100. Jan. 22. Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok. Copies of complete invitation to bid are available from Financial Counselor, Embassy of Thailand, 2490 Tracy Place, NW., Washington 8, D.C.★

Turkey

Materials and equipment for 345-kv. substations of Ankara, Izmir, and Eskisehir; **materials and equipment** for 345-kv. transmission line materials of the towns Ankara and Izmir. Loan 98; worldwide. Feb. 12. Etibank, General Management, Electrical Dept., Ankara. Copies of invitation are available from Ebasco

(See DLF, page 11)

MARKET INDICATORS FOR EUROPE

Latest basic statistics from international sources on population, production, expenditures, trade, finance, for each of 20 countries.

World Trade Information Service report, part 3, No. 61-24. Published July 1961 and for sale by U.S. Department of Commerce Field Offices and the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

16 pages **20 cents**

Engineers in Philippines Interested in Ferryboat

The Philippine Department of Public Works & Communications is sending a delegation of engineers, headed by José S. Arvisu, to the United States.

The engineers will supervise purchase of an 80-ton ferryboat (see FCW, Nov. 20, 1961, p. 9).

U.S. firms interested in submitting bids should communicate with Mr. Arvisu at the Philippine Embassy, 1617 Massachusetts Ave., NW., Washington, D.C.

Buyer in Ethiopia Seeks Used Boxes for Bus Fare

The general manager of the General Ethiopian Transport Co., operator of the Addis Ababa bus transportation system, is interested in contacting U.S. dealers in used fare boxes prior to placing a sample order.

U.S. firms interested in the specifications and terms should write directly to Eliahu Aran at P.O. Box 472, Addis Ababa. Quotations should be on a c.i.f. Massawa/Assab or Djibouti basis.

Argentine Road Projects Opened to U.S. Bidders

Four highway projects in Argentina estimated to cost more than $18 million in all, have been opened to U.S. bidders.

Project I covers a section of Highway 93 from Firmat-Chanar Ladeado, a distance of 57 kilometers (8 kilometers= approximately 5 miles).

Project II covers a section of Highway 91 from Serodino, to Canada de Gomez y Bustinza Access, 46 kilometers.

Project III covers sections of Highways 14, 18, and 93, totaling 84 kilometers.

Project IV covers other sections of Highways 14 and 93, totaling 103 kilometers.

Bids should reach Dirección, Provincial de Vialidad, Palacio Municipal, Santa Fe, Prov. de Santa Fe, Argentina, by 5 p.m., January 29.

Bidders are required to purchase a copy of the specifications at a cost of 20,000 pesos (about $241) from the indicated authority or from Delegación del Gobierno de Santa Fe, 25 de Mayo 356, Buenos Aires.

A single copy of the specifications, in Spanish, is expected to be available for review soon from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Greece Invites Bids For Fertilizer

Bids have been invited by the Greek Government for supply and delivery of 82,060 metric tons of fertilizers estimated to cost up to $15 million.

Included in the tender are 68,860 metric tons of nitrogenous fertilizer (N); 6,000 metric tons ammonium sulphophosphate (P_2O_5), type 16-10-0 or 16.5-20-0; and 7,200 metric tons of potassium sulphate (K_2O).

Bids should reach the Agricultural Bank of Greece, Athens, by January 4. No participation guarantee is required.

Bidding documents, including specifications, are expected to be available on loan shortly from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

U.S. tobacco exports, at 90.3 million pounds in October 1961, were the largest monthly total since September 1959, according to the Foreign Agricultural Service.

They were 10.2% above October 1960.

Planned CONSTRUCTION PROJECTS

Supplementary information on items followed by a star (★) is available to U.S. firms domiciled in the United States from Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-5561 in Washington.

AUSTRIA—Electric power projects during 1966-1970 likely to increase public utility power by 6 billion kw. hrs., half of which to be supplied by state-owned Oesterreichische Elektrizitateswirtschafts A.G., Am Hof 6, Vienna 1. Construction for this increase will take place over 6-year period starting in 1963.

BURMA—Indian Jay Engineering Works announced proposal for progressive manufacture of Usha **sewing machines** in Burma. Project is now before Burmese Investment Committee.

COLOMBIA—Territorial Credit Institute (ICT) will spend C$30 million (C$8.70=US$1) for **housing projects** in Department of Antioquia in 1962, nearly four times the amount spent in 1961. Two-thirds of this sum will be spent for 2,000 houses in Medellín.

GREECE—Titan Cement Co., S.A., 8 Dragatsaniou St., Athens, will add second **rotary kiln** to its new factory in Thessaloniki; it will have annual capacity of 200,000 tons and will cost $3 million.

IRAN—National Iranian Oil Co. plans to establish **natural gas plant** near Tehran. National Iranian Oil Co., Khorramshahr, Iran.

IRAQ—Press reports from Baghdad say tender will be issued shortly for drilling of 100 **artesian wells** in northwest Iraq. Project will cost about $3 million.★

MALAYA—Construction firms of international repute and experience will be invited to submit tenders for construction of Kuala Lumpur's proposed M$50-million **airport** (M$1=US$0.33). Tender documents will be available to approved tenderers on Jan. 1, and deadline for filing is Feb. 14.

NEPAL—Seventeen new **irrigation projects** being planned for Nepal. This information was reported by Irrigation Department, Government of Nepal, Lathmandu. There will be 5 major and 12 minor projects planned to irrigate total of over 300,000 acres.★

PERU—Apollo Peru, S.A., a new corporation formed jointly by U.S. firm, Apollo Industries, Inc., and Peruvian firm, Inversiones y Finanzas Peru, S.A., to engage in construction of low-cost **private housing** in Peru. Company plans to construct 1,000 units in groups of 250 each. Contracts for first part of project already let. (See Foreign Contract Awards, this issue).

TANGANYIKA—Hotel, to cost over $1.5 million, to be built in Dar-es-Salaam. It will be equipped with modern equipment, such as elevators, air-conditioners, and kitchen materials which U.S. exporters could supply. Write to Ministry of Commerce & Industry, P.O. Box 20777, Dar-es-Salaam.

Short Bid Deadlines

Notice of opportunities to bid are published as soon as possible after they are received; the deadlines, however, frequently are short. U.S. firms desiring to compete on short deadline bids may wish to cable the contracting office and request an extension.

Some importers abroad will accept cable bids, if cable states price and that a formal bid has been air mailed. Sending tenders by air rather than regular mail may ensure being on time.

Information on bids, even though the bidding periods are short, has proved useful to many U.S. firms interested in subcontracts or in planning future sales development.

Bids for Fertilizer Invited by India

Bids have been invited by the Government of India for supply and delivery of fertilizers.

India's tender no. P11-4 (12) 61 covers 54,000 metric tons of ammonium sulfate, 50,000 metric tons of urea, 20,000 metric tons nitrophosphate, and 20,000 metric tons of ammonium phosphate.

Bids should reach the Ministry of Works, Housing & Supply, Government of India, New Delhi, by noon, January 12.

A copy of the tender notice, containing terms and specifications, is available on loan from the Business Services Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Hydroelectric Station Bids Called for in Madeira

U.S. suppliers of hydroelectric equipment who have Portuguese construction firms as agents may be interested in finding out if their agents have obtained copies of a tender for the furnishing and installation of $323,750 worth of hydroelectric equipment.

The tender was published by Comissão Administrativa dos Aproveitamentos, Hidráulicos da Madeira, Avenida do Mar, Funchal, Madeira.

The equipment will be installed in a new hydroelectric power station; bids for land leveling and construction of the station are also invited.

Bids for furnishing of the electromechancial equipment must be entered before March 5 at the indicated address. A preliminary deposit of approximately $8,085 must be made prior to that date. Representatives of bidders must be present when the bids are opened.

Copies of the specifications and general regulations pertaining to the tender may be obtained at the cited address, as well as from the Direcção-Geral dos Serviços Hidráulicos, Rua de São Mamede 23, Lisbon, Portugal.

Bolivia To Install Telephone System

Technical specifications in connection with a call for proposals for installation of a television system in La Paz reportedly were delivered recently to the Ministry of Public Works & Communications.

Jorge Soriano Badani, Oficial Mayor of Communications of Bolivia, plans to visit the United States shortly concerning this project. Details of his itinerary will be published when they are available.

Governments . . .

(Continued from page 7)

New Delhi, for $2.10 each, not refundable.

Truck road wheels, size 20 in. x 6.5, no. of holes, 8, P.C.D. of bolt holes, 10.827 in., bore of diameter, 8.701 in, offset, 5.312, 49,000 quantity; **roller bearings**, identical to Timken roller bearing No. 138, quantity 24,000. **U.S. source.** Jan. 10. Tata Engineering & Locomotive Co., Ltd., Bombay House, 24 Bruce St., Fort, Bombay 1.

Iran

Timber; Jan. 31. Ports and Navigation Organization, 333 Naderi Ave., Tehran. Specifications available from this address for $14.

Iraq

Extension of bid deadline for supply of five **water tank trucks** to Jan. 10 (see FCW, Oct. 30, p. 10).

Korea

Two **teletypes** M-28 SR, voice frequency oscillator and keyer, diversity receiver, and h.f. serial multicoupler; invitation KFX-1010-S; Jan. 11. Director, Office of Supply (OSROK), Government of the Republic of Korea, Seoul.★

Libya

Deadline for tenders to work the **magnesium and potassium salt deposits** in Cyrenaica has been extended to March 31 (see FCW, June 19, p. 18).

Morocco

Supply, installation, and 6-months' maintenance of two **turbine-alternator groups** for hydroelectric project; March 1. Ministry of Public Works, Rabat.★

Pakistan

VHF **telephone equipment** for East Pakistan and VHF **radio telephone link** between Murree and Rawaipindi, West Pakistan; Jan. 29. Purchase Coordinating Officer, Directorate General of Posts & Telegraphs, Block 32, Frere Rd., Karachi 1.★

Saudi Arabia

Erection and initial operation of a **power station** utilizing natural gas; Mar. 31. Dharan Electric Supply Co., P.O. Box 74, Dammam.

Sudan

Copper ingots; Jan. 18. Controller of Stores, Sudan Railways, Atbara.★

Marine propulsion **diesel engines**; Jan. 11. Controller of Stores, Sudan Railways, Atbara, or Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London, SW. 1.★

Uruguay

Radio teletype and **radio-telephone** between main office and branches throughout Uruguay; March 19; tender 66/31. Banco de la República Oriental del Uruguay.★

Portable **telephonic equipment**; Jan. 17; tender 5223/61. **Machine** to place pipes or conduits under pavement, without necessity for excavation; Jan. 23; tender 5224/61. **Machine** to bind copper conductors with paper and necessary papers; Jan. 24; tender 5225/61. Administración General de las Usinas Eléctricas y los Telefonos del Estado.★

Machinery for installation of milk delivery stations; Feb. 20; tender 26-Ej.XXVI. Cooperativa Nacional de Productores de Leche.★

Imports of U.S. cotton into Denmark last season increased 25% from the 1959-60 season, the Foreign Agricultural Service has reported.

FOREIGN CONTRACT AWARDS

Several contracts involving construction work and supply of equipment, materials, and services have been awarded by foreign governments. Other firms may be called upon to furnish additional assistance or services.

Supplementary information is available on items marked with a star (★) from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C.

Argentina: Government has approved offer of Kaiser Aluminum & Chemical Corp., 300 Lakeside St., Oakland 12, Calif., to invest $28.5 million for installation of 20,000-ton primary aluminum plant to be located in Patagonia. Plant scheduled for completion in 2½ years. (See FCW, Nov. 20, 1961, p. 12, Planned Construction.)

Germany: Kellogg International Corp. of London, subsidiary of M. W. Kellogg Co. of New York, has received the general contract for construction of refinery to be erected near Frankfurt for Caltex Oil (Germany) GmbH, Frankfurt. Total cost estimated to be $50 million, roughly $20 million of which is for materials and equipment.

Kellogg International Corp. maintains a subsidiary company in Duesseldorf called the Kellogg Industrie-Bau GmbH, located at Graf Adolf-Strasse 47. Refinery to be ready for production by latter part of 1963. (See FCW, May 29, 1961, p. 13, Planned Construction.)

Greece: Athens Gas Works has been granted $200,000-loan from Economic Development Financing Organization for improvement of its facilities and expansion of its distribution network.

Viamax, Athens, will invest in new factory in Thessalonika to manufacture bus bodies and refrigerator truck bodies.

Israel: Ramat Gan Stadium, Israel's largest sports center, will be leased by American-Israel Sports & Entertainment Enterprises, Inc., on January 1 under contract concluded with Ramat Gan Municipality. Group reportedly has leased the stadium for 49 years for $2 million and will work out a detailed plan for development of the center.

It was also announced that Brunswick Bowling Alley Co. is willing to invest $750,000 for 24-alley establishment at the center. Proposal now being studied by Israel's Investment Authority.

Peru: Julio Becerra Ingenieros, S.A., has been awarded construction contract for first part of 1,000-unit low-cost private housing start planned in Peru. (See Planned Construction, this issue.)

Sweden: Transfrigoroute AB and city of Halsingborg have reached agreement to jointly construct and operate center to service international truck traffic that passes through Halsingborg between Scandinavia and the continent.★

Thailand: The managing director of the Thai Oil Refinery Co. (TORC) announced that 17 contracts with firms in five countries (United States, United Kingdom, France, Germany, Holland) will be involved in construction of refinery in Sriraja (about 62.5 miles north of Bangkok). Foreign technicians already here or about to come are marine experts from Shell (Netherlands), to survey site as well as offshore facilities; Tippets-Abbot-McCarthy-Stratton, to conduct hydrographic survey; and Procon International, to take overall charge of construction.

Tunisia: Long-deferred beginning of construction at Bizerte of Tunisia's first oil refinery scheduled for early months of 1962. Project to be undertaken under general supervision of Société Tunisio-Italienne de Raffinage (STIR), which is owned 50% by Government of Tunisia and 50% by ENI, Italian Oil complex. Total cost of refinery set at $20 million.

Viet-Nam: Spencer Dairy Co. to construct condensed milk plant jointly with Vietnamese associates. Announcement was made recently by Minister of National Economy. This is third large private U.S. industrial investment in past 2 years.

Wales: Jet Petroleum, Ltd., will start immediately on construction of oil terminal at Cardiff Docks for the storage of "Jet" petrol.

Terminal will be on 7-acre site and will cost £500,000 ($1.4 million). New installation will serve areas of South Wales and western England.★

DLF . . .

(Continued from page 8)

Services, Inc., 2 Rector St., New York 6, N.Y.★

Yugoslavia

Switchracks, 380-v., 2730-177-A, 3. Loan 135; **U.S. source;** DLF No. 18. Jan. 12. Invest-Import, Terazija 5, Belgrade. Detailed specifications may be obtained from Foster Wheeler Corp., 666 Fifth Ave., New York 19, N.Y., Attention R. F. Lunger.

Laboratory equipment, weatherometer for determination of accelerating aging, X-8615; high pressure **autoclaves,** 5, X-8617; **nuclear magnetic resonance,** X-8618; **mass spectrograph,** X-8619; **polarograph,** X-8620; **polymerizer** for quart resene bottles, X-8621; **laboratory melt spinning machine,** X-8622. Loan 135; **U.S. source.** Jan. 20. Invest-Import, Terazija 5, Belgrade. Detailed specifications may be obtained from Invest-Import, Suite 4819, 500 Fifth Ave., New York 36, N.Y., where quotations are to be sent.

NEW World Trade OPPORTUNITIES

• The firms and individuals named in the following lists have expressed interest in establishing new business connections in the United States.

While every effort is made to include only firms or individuals of good repute, the U.S. Department of Commerce cannot assume responsibility for any transactions undertaken with these firms.

When available, supplementary information as indicated by a star (★), may be obtained on loan by firms domiciled in the United States from the Office of Commercial Services, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., or telephone WOrth 7-2381 in Washington.

Requests for loan material should include the commodity as well as the foreign firm's name and address. Trade opportunities are indexed under the Standard Industrial Classification (SIC). The SIC Manual, published by the Bureau of the Budget, may be obtained at $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

World Trade Directory (WTD) reports, if available on firms mentioned, are indicated by date of issuance. A description of WTD reports and how to obtain them is given in this department.

LEADS FOR EXPORTERS

Commodities are wanted for direct purchase unless otherwise specified.

204 Grain Mill Products

Bermuda

Dog food. Direct purchase and exclusive agency for Bermuda. George O. Ratteray (importer, distributor, wholesaler, commission merchant), Dundonald St., Hamilton. WTD 9/8/61.

Ceylon

Superior type **flour** for cookies. Maliban Biscuit Manufactories, Ltd. (manufacturer), 11 Van Rooyen St., Colombo 13. WTD 2/5/60.

Germany

Maize gluten for albumen processing and feedstuffs. Clauss & Paschke (importing distributor), Rothenbaumchaussee 83, Hamburg 13. WTD 12/4/61.

Hong Kong

Soya bean meal of 44% protein, No. 1 and No. 2 grade white rice. Kinley & Co. (importing distributor, manufacturer's agent), 188 Wing Lok St. (P.O. Box 14504). WTD 5/1/61.

205 Bakery Products

Bermuda

Ice cream cones. Direct purchase and exclusive agency for Bermuda. George O. Ratteray (importer, distributor, wholesaler, commission merchant), Dundonald St., Hamilton. WTD 9/8/61.

207 Confectionery

Norway

Candies, chocolates, and **confectionery specialties.** Ostdahls Salgskontor A/S (importing distributor, wholesaler), 2 Arbiensgate, Oslo. WTD 11/17/61.

208 Beverages

Netherlands Antilles

California muscatel wines. Direct purchase and agency on exclusive basis. C. Winkel & Zonen (importing distributor), 25 Wilhelminaplein, Willemstad, Curacao. WTD 11/13/53.

209 Miscellaneous Foods

Bermuda

Potato chips. Direct purchase and exclusive agency for Bermuda. George O. Ratteray (importer, distributor, wholesaler, commission merchant), Dundonald St., Hamilton. WTD 9/8/61.

224 Narrow Fabrics

South Africa

All kinds of **ribbons,** particularly those for millinery and lingerie industries. Direct purchase and agency. F. Notter & Co. (Pty.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 1878, Cape Town. WTD 11/28/61.

228 Yarn, Thread

South Africa

Synthetic **sewing thread.** Direct purchase and agency. F. Notter & Co. (Pty.), Ltd. (importing distributor, manufacturer's agent), P.O. Box 1878, Cape Town. WTD 11/28/61.

229 Miscellaneous Textile Goods

Italy

Nylon **fishing nets.** Direct purchase and agency. Fratelli Luppino (retailer,

wholesaler, manufacturer, agent), 2 Via Mothia, Casella Postale 75, Trapani. WTD 9/25/61.

230 Apparel

Southern Rhodesia

Clothing—army surplus, secondhand, and new. Union Bazaar (importing distributor), P.O. Box 333, Marandellas. WTD 12/7/61.

231 Men's, Youths', Boys' Suits, Coats, Overcoats

Netherlands

Highest quality and style men's lightweight **suits and coats:** Man-made fiber for summer, wool for winter. Direct purchase on exclusive basis or agency. George Klement (manufacturer's agent, importing distributor), 60 Milletstraat, Amsterdam Z. WTD 11/30/61.

236 Girls', Children's, Infants' Outerwear

Germany

Children's **clothing, dresses,** and **coats,** 2-14 years. Fischer-Hettlage-Lampe KG (retailer), 18/24 Ostenhellweg, Dortmund. WTD 12/4/61.

238 Miscellaneous Apparel, Accessories

Norway

Work gloves of synthetic rubber, 12-14 in. long. Direct purchase and agency. Henry Wang (importing distributor, manufacturer's agent), 7 Akersgaten, Oslo. WTD 4/4/61.

239 Miscellaneous Fabricated Textile Products

France

Awnings. Direct purchase and agency. Stores Lido (manufacturer, wholesaler, retailer, sales agent), 9 rue de Lalande, Bordeaux. WTD 11/29/61.

240 Lumber, Wood Products

Germany

Western red cedar shingles and **cedar logs** of 2-3 ft. in diameter, 5-16 ft. long, first grade. Andreas Haertle (importer), 23 Ostrachstrasse, Sonthofen. WTD 9/28/61.

Kenya

Building materials. G. A. Neumann, Ltd. (importer, manufacturer's agent), P.O. Box 1498, Nairobi. WTD 11/20/61.

242 Sawmills, Planing Mills

Germany

Fir and spruce lumber, 4 to 5 meters x 205 x 50 mm. Johann Stockrahm (manufacturer), 57 Schwafheimerstr., Moers/Rhld. WTD 11/17/61.

Pitch pine, Oregon pine, Carolina pine, red pine in boards of 46-mm. thickness. Bielsteiner Holzgrosshandlung Kraemer & Co. KG (wholesaler, importer), Bielstein/Rhld. WTD 11/21/61.

Hickory wood sawed into boards and beams. Joh. Hueser (wholesaler, manufacturer), Polsum i. Westfalen. WTD 11/14/61.

Pitch pine and **red pine** in 2-in. boards for floor and window construction. E. Waltenbauer (saw mill, wholesaler), 4 Halternerstr., Recklinghausen. WTD 11/15/61.

Lumber: Carolina pine, Oregon pine, hemlock, spruce, and redwood. Direct purchase and agency. Guenter Cullmann-Holzgrosshandlung (importer, wholesaler), Hettenrodt/Kreis Birkenfeld (near Idar-Oberstein). WTD 11/30/61.

Cedar and pine cut wood, 18-, 24-, and 30-mm. thickness. Karl Luebbert, Ing.-Holz-Leimbau (manufacturer), 9-11 Am Borstenbach, Bad Oeynhausen. WTD 11/15/61.

Cut square-edged **hickory** for tool handles, 15-16 in. long, 1⅝ in. x 1⅝ in. and 2 in. x 2 in. Joh. Herm. Picard (manufacturer), Wuppertal-Cronenberg. WTD 11/24/61.

249 Miscellaneous Wood Products

France

Venetian blind material. Direct purchase and agency. Stores Lido (manufacturer, wholesaler, retailer, sales agent), 9 rue de Lalande, Bordeaux. WTD 11/29/61.

251 Household Furniture

Germany

Aluminum and other metal **garden furniture.** Josef Delschen (manufacturer), Grefrath b/Krefeld. WTD 12/6/61.

262 Paper

Germany

Tabulating card stock. Direct purchase and agency. Conrad Jacobson GmbH (importing distributor, manufacturer's agent), Ferdinandstr. 56, Hamburg 1. WTD 12/30/59.

Wrapping paper of all kinds. Direct purchase and agency. Heinrich Muellenbach-Mueller GmbH (wholesaler), 42/44 Caecilienstr., Koeln a. Rh. WTD 12/8/61.

264 Converted Paper, Paperboard Products

Kenya

Stationery. G. A. Neumann, Ltd. (importer, manufacturer's agent), P.O. Box 1498, Nairobi. WTD 11/20/61.

280 Chemicals

France

Vinylic lacquers; chlorides and **aceto-chlorides.** Société Semelac (importer, manufacturer), 36 rue Camille Desmoulins, Cachan (Seine). WTD 11/30/61.

281 Industrial Chemicals

France

Pigments for manufacture of varnishes, lacquers, and glues used in the furniture industry. Direct purchase and agency. Ets. Jacquelin, S.E. (manufacturer, distributor, importer), 18 passage de la Main-d'Or, Paris 11. WTD 11/21/60.

Acrylic acid, metacrylic acid, acrylamid, metacrylate of methylomonomere, acrylate of monomere ethyl. Direct purchase and agency. Compagnie des Vernis Valentine, S.A. (manufacturer, wholesaler, distributor), 185 avenue des Gresillons, Gennevilliers (Seine). WTD 7/26/60.

Products of mineral and organic chemistry. Direct purchase and agency. Ets. G. Devineau, S.A. (wholesaler, importer, sales agent), 26 rue Lafayette, Paris 9. WTD 11/21/60.

Italy

Chemicals in general. Direct purchase and agency. Unione Rappresentanze Srl (importer, sales agent), 12/27 Via S. Luca, Genoa. WTD 9/15/61.

Kuwait

Fatty acids for soap manufacture. Direct purchase and agency. Sa'ad & Khalid Alshuraian (general merchant, manufacturer), P.O. Box 156, Kuwait. WTD 11/21/61.

World Trade Directory Reports for Sale

Information on private foreign firms or individuals mentioned in the World Trade Leads and Investment Opportunities departments of Foreign Commerce Weekly is available to U.S. businessmen through World Trade Directory (WTD) reports.

WTD reports include such information as type of organization, sales territory, lines of goods handled, operation methods, size of business, capital, sales volume, trade and financial reputation.

These reports are available to qualified U.S. firms—or will be prepared on request—through the Commercial Intelligence Division, Bureau of International Business Operations, U.S. Department of Commerce, Washington 25, D.C., for $1 each. The reports also may be obtained through the Department's Field Offices.

Each request should specify the name and address of the firm or individual on which a WTD report is sought. If information on a particular firm is not on file in Washington, it will be requested from U.S. representatives abroad. To minimize delay, businessmen may authorize telegraphic request and reply, for which the Department of State will bill them direct.

Netherlands

Manganese sulphate. Nationale Cooperatieve Aan-en Verkoopvereniging voor de Landbouw "Centraal Bureau" G.C. (importer, exporter, wholesaler, manufacturer), 100 Haringvliet, Rotterdam. WTD 11/28/60.

Sodium salt of dichlorocyanuric acid. Fasting & Co., N.V. (manufacturer's agent), 2 Oranjestraat, The Hague. WTD 8/23/61.

Philippines

Copper sulfate, ferric sulfate, potassium chloride in bulk quantities; **laboratory chemicals** in small quantities. Benitez & Co., Inc. (importing distributor, manufacturer's agent, exporter), Puyat Bldg., Escolta St., P.O. Box 1161, Manila. WTD 2/3/54.

282 Plastics, Synthetic Resins, Rubber, Other Manmade Fibers

France

Plastics materials and **synthetic rubbers.** Direct purchase and agency. Société de Chimie et d'Entreprise (Division SOGEFRA, importer), 55 rue La Boetie, Paris 8. WTD 11/21/60.

Polyester and **synthetic resins** for manufacture of varnishes, lacquers, and glues used in the furniture industry. Direct purchase and agency. Ets. Jacquelin, S.A. (manufacturer, distributor, importer), 18 passage de la Main-d'Or, Paris 11. WTD 11/21/60.

Synthetic resins and other **raw materials** used in the manufacture of paints and varnishes. Direct purchase and agency. Produits Chimiques de la Seine, S.A.R.L. (importer), 45 avenue Kleber, Paris 16. WTD 11/21/60.

Norway

Chemicals for the plastics industry, such as polyethylene, polystyrene, polypropylene, acrylonitrile, butadiene-styrene. Direct purchase and agency. A/S Un-Sa-Co (importing distributor, manufacturer's agent), 30 Skippergaten, Oslo. WTD 10/24/61.

283 Drugs

Iraq

Pharmaceutical and medical preparations. Daddy's Pharmacy & Drug Store (manufacturer's agent, retailer), Basra. WTD 4/17/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Germany

Micro crystalline wax, compound wax. H. Lux & Co. GmbH (manufacturer, exporter), 45 Austr., Heilbronn a. Neckar. WTD 11/28/61.

Kuwait

Soap powder. Direct purchase and agency. Sa'ad & Khalid Alshuraian (general merchant, manufacturer), P.O. Box 156, Kuwait. WTD 11/21/61.

Bronze, Copper Wire Sought in Morocco

Bids have been invited by the Government of Morocco for supply and delivery of bronze and copper wire.

Included in the tender are 25,000 kilograms of bronze wire, 1.5 millimeters in diameter; and 50,000 kilograms of copper wire.

Bids should reach the Ministry of Post, Telegraph, & Telephone (PTT), Rabat, by February 6. Detailed terms and specifications may be obtained from that Ministry.

285 Paints, Varnishes, Lacquers, Enamels

Cyprus

Paints. Direct purchase and agency. Hi-Build Paints & Hardware (importer, distributor, manufacturer's agent, commission agent, wholesaler), P.O. Box 193, Nicosia. WTD 9/27/61.

286 Gum, Wood Chemicals

France

Natural gums, solvents for manufacture of varnishes, lacquers, and glues used in the furniture industry. Direct purchase and agency. Ets. Jacquelin, S.A. (manufacturer, distributor, importer), 18 passage de la Main-d'Or, Paris 11. WTD 11/21/60.

Germany

Rosin, turpentine oil, dipentene, pine oil, any similar **raw materials** for paint and varnish industries. Direct purchase and agency. Carl Arnsperger (importing distributor), 54-66 Vor den Siebenburgen, Koeln. WTD 5/25/61.

287 Agricultural Chemicals

Italy

Fertilizers: Ammonium sulfate, 20-21% nitrogenous content; ammonium nitrate, 20.5% or 26.5% nitrogenous content; calcium nitrate, 15.5% nitrogenous content. **Insecticides** and **pest control products.** Direct purchase and agency. Salvatore Lima Mancuso (retailer, wholesaler), 8 Via Lincoln, Palermo, Sicily. WTD 11/27/61.

289 Miscellaneous Chemicals

Belgium

Meat preservatives. Direct purchase and agency. Beccovan, P.V.B.A. (importer, sales agent), 200 Mechelsesteenweg, Antwerp. WTD 11/16/61.

Ceylon

Carbon black. Tyre Mart (Ceylon), Ltd. (manufacturer), 713 Baseline Rd., Colombo. WTD 11/22/61.

Netherlands

Maltose crystalline and **bread improvers.** Trifax, N.V. (importer, exporter, manufacturer), 28 Binnenkant, Amsterdam. WTD 5/8/61.

291 Petroleum Refining

Germany

Paraffin wax. H. Lux & Co. GmbH (manufacturer, exporter), 45 Austr., Heilbronn a. Neckar. WTD 11/28/61.

299 Miscellaneous Petroleum, Coal Products

France

Bituminous products for use in electrolytic baths to protect printed circuits. Société Semelac (importer, manufacturer), 36 rue Camille Desmoulins, Cachan (Seine). WTD 11/30/61.

301 Tires, Inner Tubes

Ceylon

Retreadable **tires.** Tyre Mart (Ceylon), Ltd. (manufacturer), 716, Baseline Rd., Colombo. WTD 11/22/61.

307 Miscellaneous Plastics Products

Netherlands

Plastic novelties for household, garden, and infants. Gompes & Schpektor (importer), 372 Herengracht, Amsterdam. WTD 6/29/61.

Philippines

Fiberglass sheets for reworking into hobby horses and other toys. U.N. Engineering (manufacturer), 52-54 Del Monte Ave., San Francisco del Monte, Quezon City, P.O. Box 2620, Manila. WTD 11/27/61.

Thailand

Cooking utensils and **tableware** of plastic. Lee Na Siri (importing distributor), 35 Sampeng St., Sapan Han, Bangkok. WTD 11/29/61.

320 Stone, Clay, Glass Products

Kenya

Building materials. G. A. Neumann, Ltd. (importer, manufacturer's agent), P.O. Box 1498, Nairobi. WTD 11/20/61.

322 Glass, Glassware

Ceylon

Materials for the moulding of fiberglass products. Elasto Products (manufacturer), Bentota. WTD 5/12/60.

France

Glassware and **crystalware.** Direct purchase and agency. Ets. G. Chaumette (wholesaler, importer), 8 rue de Paradis, Paris 10. WTD 11/21/60.

Deluxe **gift articles** in crystal and glass. Direct purchase and agency. Anc. Ets. I. Oppenheimer, S.A. (importer), 234 rue du Faubourg St.-Honore, Paris 8. WTD 11/21/60.

Kuwait

Glassware for kitchen use. Modern

Utensils Store (importer, retailer), P.O. Box 2074, Kuwait. WTD 8/31/61.

Netherlands

Machine-blown **glass tumblers.** Direct purchase on exclusive basis and agency. C. Bertrams (importing distributor, agent), 68 Damrak, Amsterdam. WTD 11/27/61.

Thailand

Cooking utensils and **tableware** of glass. Lee Na Siri (importing distributor), 35 Sampeng St., Sapan Han, Bangkok. WTD 11/29/61.

326 Pottery

France

Deluxe **gift articles** in china or ceramic. Direct purchase and agency. Anc. Ets. I. Oppenheimer, S.A. (importer), 234 rue du Faubourg St.-Honore, Paris 8. WTD 11/21/60.

Kuwait

Kitchen china. Modern Utensils Store (importer, retailer), P.O. Box 2074, Kuwait. WTD 8/31/61.

331 Steel Mill Products

Australia

Polished stainless steel ¾-in. square **tubular sections** of 26 gage (18/1,000 in.), 50,000 lineal feet. Raymor Industries Pty., Ltd. (manufacturer, wholesaler, retailer), Bermill St., Rockdale, Sydney. WTD 12/6/61.

Burma

Steel wire rope. Direct purchase and agency. Burma National Stores (importer, wholesaler, retailer), 353 Shwe Bontha St., Rangoon. WTD 12/5/61.

Germany

Refined **steel drawn wire,** diameter sizes from 1.8 to 7.6 mm. (strength 45 kilograms) of the following categories: US430, C max. 0.10, Si max. 1.-, Mn max. 1.-, Cr 15.5-17.5; US304, C max. 0.12, Si max. 1.-, Mc max. 2.-, Cr 17.0-19.0, Ni 8.0-10.0; US316, C max. 0.07, Si max. 1.-, Mn max. 2.0, Cr 16.5-18.5, Ni 10.5-12.5, Mo 2-2.5. Giesen & Co. GmbH, 37-47 Sanderstrasse, Bergisch-Cladbach. WTD 11/21/60.

336 Nonferrous Foundries

Kuwait

Cast aluminum **kitchenware.** Modern Utensils Store (importer, retailer), P.O. Box 2074, Kuwait. WTD 8/31/61.

341 Metal Cans

Germany

Printed **cans** for beer and juices. Werner Dorsch (importing distributor), 14 Zur Kaisereiche, Wuppertal-Huellenhahn. WTD 6/30/61.

342 Cutlery, Hand Tools, General Hardware

France

Hardware for venetian blinds. Direct purchase and agency. Stores Lido (manufacturer, wholesaler, retailer, sales agent), 9 rue de Lalande, Bordeaux. WTD 11/29/61.

Germany

Nonelectric **can openers,** and **household items and novelties.** H. Goerres & Co. (wholesaler), 52 Koenigstr., Neuss a. Rhein. WTD 11/24/61.

Italy

Hand **gardening tools and implements.** Direct purchase and agency. S.I.R.E.R., Societa Idrotecnica e Rappresentanze Elettroindustriali (importer, wholesaler, retailer, agent), Via del Porto Fluviale 3/3c, Rome. WTD 11/21/60.

Kenya

Builders' hardware and tools. G. A. Neumann, Ltd. (importer, manufacturer's agent), P.O. Box 1498, Nairobi. WTD 11/20/61.

346 Metal Stampings

France

Venetian blind material, and aluminum **louvers.** Direct purchase and agency. Stores Lido (manufacturer, wholesaler, retailer, sales agent), 9 rue de Lalande, Bordeaux. WTD 11/29/61.

Kuwait

Kitchenware of spun aluminum and other **stamped and pressed metals.** Modern Utensils Store (importer, retailer), P.O. Box 2074, Kuwait. WTD 8/31/61.

351 Engines, Turbines

Germany

Outboard motors. Hanns Finke, Motorboote und Motore (importing distributor), 21 Koelnerstr., Duesseldorf. WTD 7/26/61.

352 Farm Machinery, Equipment

Italy

Mechanical **gardening tools and implements.** Electrical or gasoline engine-driven **farm machinery and implements.** Direct purchase and agency. S.I.R.E.R., Societa Idrotecnica e Rappresentanze Elettroindustriali (importer, wholesaler, retailer, agent), Via del Porto Fluviale 3/3c, Rome. WTD 11/21/60.

353 Construction, Mining, Materials Handing Machinery, Equipment

Bolivia

Mining and petroleum industry equipment. Gamma, Ltda. (sales agent), Mercado 115, La Paz. WTD 11/20/61.

France

New **equipment** and **machinery** for public works, earthenwork contractors, sawmills, and forest exploitation, including mobile cranes, power hoists, lifting machines, rebuilt bulldozers, scrapers, shovels, motor graders, and related equipment for public works. Direct purchase and agency for France and Northern Africa or sections thereof. Terigi (Chantiers Equipements de Guyenne), (manufacturer's and sales agent, distributor), 163 rue Camille-Godard, Bordeaux, Gironde. WTD 12/11/61.

India

Materials handling equipment such as traveling cranes and fork lifts. Ashok Paper Mills, Ltd. (manufacturer, importer), 2 Brabourne Rd., Calcutta 1. WTD 10/21/60.

Coal mining machinery. The Singareni Collieries Co., Ltd. (state-owned coal mining company), Kothagudium Collieries, Bhadrachellam Rd. Station, Andhra Pradesh. WTD 9/21/61.

Norway

Materials handling equipment, such as fork lift trucks (capacity 1,000-30,000 lbs.), vacuum lifters for handling metal and glass sheets, and hoist slings; **internal transport systems** for warehouses, such as automatic trucks and components for conveyors. Direct purchase and agency. A/S Norske Stalprodukter (importing distributor, manufacturer), Ths. Heftyes gate 41/50, Oslo. WTD 12/1/61.

354 Metalworking Machinery, Equipment

Germany

Wire processing machines and **foundry machines.** Direct purchase and agency. W. H. Bruchhaus oHG (manufacturer's agent), 119 Grunerstr., Duesseldorf. WTD 6/29/61.

India

Sheet metal working machinery for manufacture of flashlight cases. United Flashlights Industries Pvt., Ltd. (manufacturer), 14/2 Old China Bazar St., Room 1, Calcutta 1. WTD 10/30/61. Specifications.★

Italy

Small and medium power-driven **metal working machine tools** and **attachments,** and **measuring and control instruments** for these items. Direct purchase and agency. Bruno Neri, Utensilerie Meccaniche (importer agent), Via dei Sardi 40, Roma. WTD 11/21/60.

Norway

Electric and pneumatic **chipping hammers** and **wire brushes** for ships. C. Frimann Dahl A/S (importing distributor, manufacturer's agent), 10/12 Dronningensgate, Oslo. WTD 10/27/61.

355 Special Industry Machinery

France

Machinery for venetian blinds. Direct purchase and agency. Stores Lido (manufacturer, wholesaler, retailer, sales agent), 9 rue de Lalande, Bordeaux, Gironde. WTD 11/29/61.

Germany

Book indexing machine. Hermann Decker, Buchbinderei (manufacturer),

14D Gutenbergstr., Stuttgart-W. WTD 12/8/61. Booklet showing type of work machine is to do.★

Indonesia

Composing and type material, roller composition, offset roller cover, block and offset zincplate, press numerator. Grafika-Indonesia, Ltd. (importer, retailer, wholesaler), Flat Megaria, Djalan Diponegoro, Djakarta. WTD 6/1/61.

Italy

Technical equipment for shipyards, and **machinery** and **equipment** for ships. Direct purchase and agency. Unione Rappresentanze Srl (importer, sales agent), 12/27 Via S. Luca, Genoa. WTD 9/15/61.

Southern Rhodesia

Reconditioned or secondhand **machinery** for textile industry; reconditioned **sewing machines** for clothing factory. Union Bazaar (importing distributor), P.O. Box 333, Marandellas. WTD 12/7/61.

356 General Industrial Machinery, Equipment

France

High pressure **hydromechanic equipment** (pressure 250/300 or 500 kilo/cm2): Piston pumps; distributors; valves: solenoid, electrically-operated, safety, servo-controlled; regulators; limiters; hydraulic jacks; and flexible piping for high pressure and adequate couplings. Direct purchase and agency. Samson (manufacturer, importing distributor), 126 rue des Allies, St. Etienne (Loire). WTD 12/20/60.

Germany

Automatic **wrapping, packaging, and filling machinery** for all kinds of solid and liquid materials. Direct purchase and agency. Foerdertechnik Nord, O. L. Reinhold Pfeiffer (importing distributor, manufacturer's agent), Kleine Reichenstr. 20-22, Hamburg 11. WTD 12/6/61.

Filling and **measuring machinery** for hair tonic concentrates, lotions, and related cosmetics. Direct purchase and agency. Holsten-Chemie Hermann Fuerhoff (importing distributor, manufacturer's agent), Norderstr. 11, Elmshorn, Holstein. WTD 12/6/61.

Automatic **spraying equipment** by which parts on a production line can automatically be lacquered by built-in spray guns. Direct purchase and agency. Ernst Mueller (wholesaler), 6-8 Torstr., Winnenden/Wuerttemberg. WTD 6/10/60.

Italy

Small capacity submersible **plastic electropumps** for home use, other submersible **electropumps, pumps** for liquids, and **irrigation equipment.** Direct purchase and agency. S.I.R.E.R., Societa Idrotecnica e Rappresentanze Eletroindustriali (importer, wholesaler, retailer, agent), Via del Porto Fluviale 3/3c, Rome. WTD 11/21/60.

Micro bearings used in radar and other electronic apparatus; **inch measure bearings** for U.S. and British automobiles, trucks, and tractors. Direct purchase and commission merchant agency for Italy or part thereof. Ditta Valerio C. Natili (manufacturer's representative), Lungotevere Flaminio 34, Rome. WTD 11/21/60.

Saudi Arabia To Improve Port at Jizan

The Government of Saudi Arabia is inviting bids for construction of a port for barges or lighters at Jizan, on the Red Sea about 380 miles south of Jidda.

Interested firms may obtain the necessary specifications, conditions, and maps from the Finance Department, Ministry of Communications, Riyadh, for 500 Saudi riyals ($111.-11). Closing date for tenders is January 25.

Saudi Arabia has planned a number of developments in the areas served by the projected port. As these developments are carried out, further needs for improvement of the port likely will arise.

357 Office, Computing, Accounting Machines

Germany

Electronic computers. Direct purchase and agency. Udo Schmidtmann gen. Pothmann (importing distributor, manufacturer's agent), Innocentisstr. 41, Hamburg 13. WTD 3/29/61.

358 Service Industry Machines

Germany

Electric toasters and **gas grills** for commercial purposes. H. Goerres & Co. (wholesaler), 52 Koenigstr., Neuss a. Rhein. WTD 11/24/61.

Machinery and equipment for laundries and dry-cleaning establishments. Direct purchase and agency. Franz & Georg Egermann (importing distributor), 295 Friedrich-Ebert-Str., Duisburg-Beeck. WTD 21/5/61.

Deep fat fryers for restaurants. Direct purchase and agency. Beha Fabrikker A/S (importing distributor, manufacturer), Dronningensgate 21, Oslo. WTD 9/22/61.

361 Electric Transmission, Distribution Equipment

Germany

Electronic measuring instruments employed exclusively in diesel engine testing, such as oscillographic recorders and tape recorders. Kloeckner Humboldt Deutz A. G. (manufacturer), Attn.: Emil Thurn, Abt. NEI (Messlabor), Koeln-Muelheimerstrasse. WTD 10/14/60.

363 Household Appliances

Germany

Electric household appliances, such as washers, grills, shoe polishing machines, and similar non-electric items. H. Goerres & Co. (wholesaler), 52 Koenigstr., Neuss a. Rhein. WTD 11/24/61.

Italy

Electrical household appliances. Direct purchase and agency. Intercomes Srl (importing distributor), 96 Via Marco Polo, Rome. WTD 12/5/61.

364 Electric Lighting, Wiring Equipment

Kenya

Electrical installation material. G. A. Neumann, Ltd. (importer, manufacturer's agent), P.O. Box 1498, Nairobi. WTD 11/20/61.

365 Radio, Television Receiving Sets

Italy

Household **radio and TV sets;** transistor radios preferred over tube-type radios. Direct purchase and agency. Intercomes Srl (importing distributor), 96 Via Marco Polo, Rome. WTD 12/5/61.

366 Communications Equipment

Germany

Paging systems. Heinrich Boeker (importing distributor), Remscheid, Vieringhausen 72. WTD 6/5/61.

367 Electronic Components, Accessories

Italy

Electronic components for radio and TV receivers. Direct purchase and agency. Intercomes Srl (importing distributor), 96 Via Marco Polo, Rome. WTD 12/5/61.

Norway

Electronic components for use in industrial automation, computers, and military and commercial signal installations (radar, radio, asdic, telephone, telegraph, and fire alarms). Direct purchase and agency. Hefro Teknisk A/S (importing distributor, wholesaler, manufacturer's agent), la Waldemar Thranesgate, Oslo. WTD 10/12/61.

369 Miscellaneous Electrical Machinery, Equipment, Supplies

France

Water-regenerating sets, such as 50-cycle electropumps, water controls, filters, and regenerators, for plastic swimming pools ranging in capacity from 20-50 cubic meters. Société Vendeenne d'Applications des Plastiques S.O.V.A.P. (manufacturer), rue Ampere, La Roche-

sur-Yon, Vendée. WTD 6/23/61. Descriptive literature.★

371 Motor Vehicles, Motor Vehicle Equipment

Southern Rhodesia

Automobiles and **spare parts.** Union Bazaar (importing distributor), P.O. Box 333, Maradellas. WTD 12/7/61.

373 Ship, Boat Building, Repairing

Germany

Motorboats. Hanns Finke, Motorboote und Motore (importing distributor), 21 Koelnerstr., Duesseldorf. WTD 7/26/61.

374 Railroad Equipment

India

Diesel locomotives. Ashok Paper Mills, Ltd. (manufacturer, importer), 2 Brabourne Rd., Calcutta 1. WTD 10/21/60.

387 Watches, Clocks, Clockwork Operated Devices, Parts

France

Watches and **clocks.** Direct purchase and agency. Ets. Trefort & Cie., S.A. (wholesaler, importer), 13 rue d'Hauteville, Paris 10. WTD 6/28/61.

391 Jewelry, Silverware, Plated Ware

France

Fancy **bracelets, broaches,** and **gift or souvenir articles** in hard-fired enamel. Direct purchase and agency. Yves Delsart (jobber-manufacturer, wholesaler), 29 rue du General Leclerc, Sens (Yonne). WTD 11/21/60.

Silver-plated and pewter articles for gifts and table use. Direct purchase and agency. Dorig-Girod, S.A. (Orfevrerie Girod) (manufacturer, importer, wholesaler, exclusive sales agent), 14 rue Portefoin, Paris 3. ETD 11/21/60.

Silver, silver-plated, nickel, pewter or stainless steel tableware, gift items for babies, **novelties** for the home, and general **gift articles.** Direct purchase and agency. Produx, S.A. (manufacturer, wholesaler), 9 rue Charlot, Paris 3. WTD 11/21/60.

Silver, silver-plated, nickel, pewter or stainless steel tableware and **gift articles.** Direct purchase and agency. Fabiora, S.A. (importer, manufacturer, wholesaler), 2 rue des Haudriettes, Paris 3. WTD 11/21/60.

394 Toys, Amusements, Sporting, Athletic Goods

Germany

Do-it-yourself **ship model kits** (wooden material only). Gertrud Steingraeber (manufacturer), 23 Hermann-Loens-Str., Stadt Allendorf/Kreis Marburg. WTD 11/30/61.

Accessories for aquatic sports. Hanns Finke, Motorboote und Motore (importing distributor), 21 Koelnerstr., Duesseldorf. WTD 7/26/61.

Sweden

Fishing equipment: Wet and dry fly lines; **reels,** fly and spinning; **all kinds** of rods; streamers and bucktail flies; rod cases; leader materials; tackle boxes; waders and hip boots; fly-tying materials. Direct purchase and agency. Aktiebolaget Stromvalls Sportfiske Depot (retailer, wholesaler, manufacturer's agent), Ostra Larmgatan 11, Goteborg. WTD 11/24/61.

396 Costume Jewelry, Novelties, Buttons

France

Costume jewelry. Direct purchase and agency. Ets. Trefort & Cie., S.A. (wholesaler, importer), 13 rue d'Hauteville, Paris 10. WTD 6/28/61.

399 Miscellaneous Manufacturing Industries

Canada

Aluminum **combs.** Polychem, Ltd., Industrial Chemicals & Cosmetics, 9780 Meilleur St., Montreal 12, Quebec.

France

Gift articles and **U.S. novelties** in metal, such as ashtrays on metal stands. Direct purchase and agency. Ets. G. Chaumette (wholesaler, importer), 8 rue de Paradis, Paris 10. WTD 11/21/60.

Lighters, pipes, articles for smokers, **gift articles.** Direct purchase and agency. Ets. J. P. Tekin, S.A. (wholesaler, importer, manufacturer), 22 rue Rene Boulanger, Paris 10. WTD 11/21/60.

Gift articles, business gifts, souvenirs, and **advertising items.** Direct purchase and agency. Manufacture Francaise Charles Abel & Cie. (manufacturer, importer), 25 rue d'Hauteville, Paris 10. WTD 11/21/60.

Gift articles such as attractive vaporizers and atomizers. Direct purchase and exclusive agency. Jacques Dumont & Cie., S.A. (importer, sales agent), 7 rue Pasteur, Paris 11. WTD 11/23/59.

Germany

Machines and equipment for cleaning of barbershop and hairdresser shop equipment. Direct purchase and agency. Holsten-Chmie Hermann Fuerhoff (importing distributor, manufacturer's agent), Norderstr. 11, Elmshorn, Holstein. WTD 12/6/61.

505 Raw Material Farm Products

Thailand

Leaf tobacco. Direct purchase and agency. Hamlet & Co., Ltd. (importing distributor, commission merchant), 1066-1070 Nai Lert Bldg., New Rd., Bangkok. WTD 11/27/61.

509 Miscellaneous Wholesalers

Philippines

Waste envelope scraps. Manila Paper Mills, Inc. (manufacturer), Trade Center Bldg., Intramuros, P.O. Box 65, Manila. WTD 3/21/60.

890 Miscellaneous Services

Belgium

U.S. firm wanted as purchasing agent for **vehicle spare parts** and for **transistor radios** and their **components.** Mecanicongo (importing distributor), 19 rue de la Chancellerie, Brussels 1. WTD 9/29/61 on Leopoldville Branch.

British Guiana

Technician wanted to supervise production of **spring-filled mattresses, upholstered furniture,** chrome **dinette sets** and metal **furniture.** A. H. & L. Kissoon (importing distributor, manufacturer's agent), 80 Camp St., Georgetown. WTD 3/20/61.

LEADS FOR AGENCIES

Exclusive distributorship wanted only if specified.

200 Food

Iran

Canned goods, dairy products. Ets. F. Hariri & Co. (importing distributor, commission merchant), 593 Takhte-Jamshid Ave., Tehran. WTD 5/9/61.

201 Meat Products

Germany

Quick-frozen **poultry,** such as turkeys, fryers, fowls, turkey backs and necks, and drumsticks. H. Janisch (manufacturer's agent), Duwockskamp 7, Hamburg-Bergedorf. WTD 12/4/61.

202 Dairy Products

Germany

Butter; cheddar cheese in 25-kilogram jute packing in wooden crates. H. Janisch (manufacturer's agent), Duwockskamp 7, Hamburg-Bergedorf. WTD 12/4/61.

203 Canning, Preserving Fruits, Vegetables, Seafoods

Germany

Canned vegetables, such as asparagus spears, center cuts, tips and cuts; green beans and peas. H. Janisch (manufacturer's agent), Duwockskamp 7, Hamburg. WTD 12/4/61.

Netherlands Antilles

Canned goods. La Colombina (sales agent), 25 Wilhelminastraat, Oranjestad, Aruba. WTD 12/4/61.

204 Grain Mill Products

New Zealand

Rice, short, long, and broken. Crisps Agencies & Exports, Ltd. (manufacturer's agent, broker), P.O. Box 951 (61-63 Beach Rd.), Auckland. WTD 11/21/61.

207 Confectionery

Germany

Candies. Walter Debus (retailer, wholesaler, importer, agent), 33 Luenebergerstr., Essen-West. WTD 11/27/61.

220 Textile Mill Products

Belgium

Textile fabrics for interior decorating. Emile Claessens (agent), 11 place d'Arenberg, Heverlee near Louvain. WTD 10/6/61.

Germany

Drapery materials. H. Siemens (manufacturer's agent), 71 Gladbacher Str., Viersen/Rhld. WTD 5/31/61.

Netherlands Antilles

All types of **textiles.** La Colombina (sales agent), 25 Wilhelminastraat, Oranjestad, Aruba. WTD 12/4/61.

Panama

Sheen **gabardine,** synthetic **cotton shirtings, khaki and cotton cord** for trousers. Swatches and prices requested. Exclusive agency. Ami, S.A. (commission merchant, manufacturer's representative), P.O. Box 4617, Panama City. WTD 4/17/61.

South Africa

All types of **textiles;** woven printed **cottons,** 80 square or less; **lingerie fabrics,** particularly lighter weight. John Denness & Co. (Pty.), Ltd. (manufacturer's agent), 46/47 Balfour House, St. Georges St., P.O. Box 4677, Cape Town. WTD 12/1/61.

Dress materials, furnishing fabrics. A. S. Walker & Co. (Pty.), Ltd. (manufacturer's agent), P.O. Box 1787, Cape Town. WTD 12/1/61.

Textiles of cotton, synthetics, and mixtures, for manufacturers of coats, dresses, shirts, trousers, skirts, suits, and underwear. Claude Karstel & Co. (manufacturer's agent), Garmor House, 121/7 Plein St., P.O. Box 1657, Cape Town. WTD 12/1/61.

225 Knitwear

Germany

Knitwear for men, women, and children. Paul Dormagen (manufacturer's agent), 503 Altendorferstr., Essen-Borbeck. WTD 12/4/61.

Bathing suits for women and men; woolen and synthetic **knitwear** for women and men. Hans Buenger (manufacturer's agent), 94 Leyenthalstr., Krefeld. WTD 12/6/61.

South Africa

Plain and printed knitted **textiles** of manmade fibers in the piece. John Denness & Co. (Pty), Ltd. (manufacturer's agent), 46/47 Balfour House, St. Georges St., P.O. Box 4677, Cape Town. WTD 12/1/61.

227 Floor Covering

Germany

Rugs of all kinds, wall-to-wall, runners. H. Siemens (manufacturer's agent) 71 Gladbacher Str., Viersen/Rhld. WTD 5/31/61.

228 Yarn, Thread

Panama

Cotton knitting materials for manufacturing sweaters. Catalogs, sample swatches, and price lists requested. Exclusive agency Ami, S.A. (commission merchant, manufacturer's representative), P.O. Box 4617, Panama City. WTD 4/17/61.

229 Miscellaneous Textile Goods

South Africa

Laces for underwear manufacturers. Claude Karstel & Co. (manufacturer's agent), Garmor House, 121/7 Plein St., P.O. Box 1657, Cape Town. WTD 12/1/61.

Sweden

Knitted textile covered with foam plastic and on top of this another plastic layer, embossed like leather. Lindner & Co. Aktiebolag (manufacturer's agent), Fack 37001, Goteborg 37. WTD 3/8/61. Sample.★

230 Apparel

Germany

Ladies', men's and children's **playsuits, blue jeans,** and **sport skirts** for women. Walter Engelke (manufacturer's agent), 176 Oberhausenerstr., Muelheim/Ruhr. WTD 11/29/61.

Netherlands

High quality men's and women's readymade **clothing.** Exclusive agency. Firma F. B. Gombault (manufacturer's agent), 74 N.Z. Voorburgwal, Amsterdam, C. WTD 11/30/61.

232 Men's, Youths', Boys' Furnishings, Work Clothing

Netherlands Antilles

All types of men's **shirts.** La Colombina (sales agent), 25 Wilhelminastraat, Oranjestad, Aruba. WTD 12/4/61.

South Africa

Full line of **haberdashery.** Elko Trans-African Trading Co. (Pty.), Ltd. (indent agent), P.O. Box 4436, or 88 Strand St., Cape Town. WTD 11/21/61.

233 Women's, Misses', Juniors' Outerwear

Germany

Women's **dresses, blouses,** and **housecoats.** Ellen Kayser (manufacturer's agent), 4 Paul-Fingerstr., Koeln-Junkersdorf. WTD 12/6/61.

Women's **blouses** and **dresses.** Paul Dormagen (manufacturer's agent), 503 Altendorferstr., Essen-Borbeck. WTD 12/4/61.

Ireland Requests Bidders For Drainage Works

The Irish Office of Public Works is seeking bids for execution of the works comprised in the Owvane Catchment Drainage Scheme, County Cork. Bids must be submitted to the Secretary, Office of Public Works, 51 St. Stephen's Green, Dublin 2, by February 1.

Copies of the contract, conditions, description of works, and specifications may be obtained from the Secretary for £5 ($14), refundable.

Panama

Low-priced ladies' **blouses** and **dresses.** Sample swatches and prices requested. Exclusive agency. Ami, S.A. (commission merchant, manufacturer's representative), P.O. Box 4617, Panama City. WTD 4/17/61.

236 Girls', Children's, Infants' Outerwear

Australia

Children's **clothing.** Australasian Distributors (importing distributor, manufacturer's agent), c/o A. B. Codd, 60 Hillside Crescent, Hamilton, Brisbane. WTD 11/29/61.

Germany

Children's **clothing** (2-14 years), such as dresses, shorts, coats. Peter Stricker (manufacturer's agent), 51 Nordstr., Duesseldorf. WTD 12/5/61.

239 Miscellaneous Fabricated Textile Products

Germany

Curtains, bedspreads, and **blankets.** H. Siemens (manufacturer's agent), 71 Gladbacher Str., Viersen/Rhld. WTD 5/31/61.

Norway

Synthetic household **curtains.** Anders Langved (manufacturer's agent), 17 Ovre Slottsgate, Oslo. WTD 9/15/61.

Southern Rhodesia

Trimmings for use of garment manufacturers. F. & H. Agencies Rhodesia (manufacturer's representative), P.O. Box 1613, Bulawayo. WTD 11/29/61.

240 Lumber, Wood Products

Germany

Cheapest varieties of **lumber,** such as all sorts of pine used in building construction; mining timber; wooden masts, and telegraph poles. Erland O. Bjoorn GmbH (manufacturer's agent), 18 Steinstr., Duesseldorf. WTD 11/14/61.

242 Sawmills, Planing Mills

Germany

Lumber: Oregon pine, pitch pine,

spruce, redwood, white wood, Carolina pine, red pine, ¾ in. and up. Norddeutsche Holzagentur Dieter Schuemann & Co. (manufacturer's agent), Am. Ohlendorffturm 36, Hamburg-Rahlsetedt. WTD 12/4/61.

Lumber: Pitch pine, Oregon pine, Carolina pine, and other types for housing construction. Alfred Obladen (manufacturer's agent), 2 Meppenerstr., Essen-West. WTD 11/15/61.

251 Household Furniture

Belgium

Furniture for interior decorating. Emile Claessens (agent), 11, place d'Arenberg, Heverlee near Louvain. WTD 10/6/61.

272 Periodicals

Germany

U.S. **technical magazines** of all kinds. Erich Poser (agent), 19 Heesenstr., Duesseldorf-Heerdt. WTD 11/15/61.

281 Industrial Chemicals

Chile

Glycerine, essential oils. Ernesto Taeschler W. (manufacturer's agent), San Antonio 31, Of. 801, Santiago. WTD 11/29/61.

Netherlands Antilles

Perchlorethylene. Morris Serphos Jr. & Mark A. Serphos (importer, retailer, agent), 4 Van Galenstraat, San Nicholaas, Aruba. WTD 12/7/61.

282 Plastics, Synthetic Resins, Rubber, Other Man-made Fibers

Chile

Gums, resins, raw materials for plastic industries. Ernesto Taeschler W. (manufacturer's agent), San Antonio 31, Of. 801, Santiago. WTD 11/29/61.

Denmark

Plastic materials (PVC) for brush industry. F. T. Thorsen A/S (manufacturer's agent), Bredgade 73, Copenhagen. WTD 11/29/61.

283 Drugs

Ceylon

Insulin for diabetes. Ammac Corp. (importing distributor), 122 Main St., Colombo. WTD 12/21/60.

Chile

Scabies-killing agents. Ernesto Taeschler W. (manufacturer's agent), San Antonio 31, Of. 801, Santiago. WTD 11/29/61.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

Southern Rhodesia

Toiletries and **cosmetics** for ladies and gentlemen. Geddes, Ltd. (manufacturer's agent, importing distributor), P.O. Box 1691, Salisbury. WTD 10/5/60.

287 Agricultural Chemicals

Chile

Triple superphosphates, weed-killing agents, insecticides. Ernesto Taeschler W. (manufacturer's agent), San Antonio 31, Of. 801, Santiago. WTD 11/29/61.

291 Petroleum Refining

Chile

Paraffin wax. Ernesto Taeschler W. (manufacturer's agent), San Antonio 31, Of. 801, Santiago. WTD 11/29/61.

311 Leather Tanning, Finishing

Germany

Leather, artificial leather or plastics for shoe leather goods, leather garment, and glove industries; particularly **sole leather.** G. Oettle & Cie. Inhaber (owner) Horst Wegerer (manufacturer's agent), 179 Reinsburgstr., Stuttgart-W. WTD 11/29/61.

330 Primary Metal

Italy

Section iron, ingots, drums, sheet plates, tubes, rods, band, wire; unwrought sheets for car bodies; **finished and semi-finished items** for shipyard use; **steel** for tool manufacture, **magnetic sheet iron, spheroidal pig iron, gate valves** for naval industry, **turbine blades.** Amedeo Spallarossa (sales agent), 1/21 Via Ceccardi Roccatagliata Ceccardi, Genoa. WTD 12/4/61.

331 Steel Mill Products

Australia

Stainless steel, carbon and alloy steel piping. Welding Distributors Pty., Ltd. (importing distributor), 154 Hume Highway, Cabramatta, Sydney. WTD 6/9/61.

342 Cutlery, Hand Tools, General Hardware

Southern Rhodesia

Hand tools. Coombe & Bicknell (Pvt.), Ltd. (manufacturer's representative), P.O. Box 1782, Salisbury. WTD 4/18/55.

343 Heating Apparatus, Plumbing Fixtures

Germany

Equipment, accessories, tools, material, and machinery for use by installation firms of central heating systems. Ulrich Nitschke (sales agent), 34 Roedelheimer Landstr., Frankfurt/Main. WTD 11/30/61.

Oil stoves. Rudolf Geibel (sales agent), 56 Hartmannstr., Maikammer/Weinstrasse (Pfalz). WTD 12/7/61.

352 Farm Machinery, Equipment

Ivory Coast

Farm machinery and equipment. Albert Scarone (manufacturer's agent), B.P. 236, Abidjan. WTD 11/27/61.

353 Construction, Mining, Materials-Handling Machinery, Equipment

Germany

Fork lift trucks, mobile cranes (8-10 tons), and **trucks** for transportation within factory plants. Eberhard Keseling (manufacturer's agent), 22 Muelheimerstr., Duesseldorf. WTD 1/27/61.

354 Metalworking Machinery, Equipment

Germany

All types of **machine tools** for metal working; special **machine tools.** MAW Maschinen-Apparate-Werkzeuge Walter Stork (importer, wholesaler, manufacturer's agent), 11 Sindelfinger Str., Maichingen b. Stuttgart. WTD 11/29/61.

Italy

Rolling mill equipment. Amedeo Spallarossa (sales agent), 1/21 Via Ceccardi Roccatagliata Ceccardi, Genoa. WTD 12/4/61.

355 Special Industry Machinery

Australia

Machinery for use in the pulp and paper industry and the asbestos cement products industry. George F. Robertson Pty., Ltd. (sales agent), 41 Livingstone Ave., Pymble, N.S.W. WTD 11/7/61.

Germany

Machinery and **accessories** for knitting industry. Ernst Peter Juettner (manufacturer's agent), 39 Schweidnitzstr., Duesseldorf. WTD 5/23/61.

Germany

Rubber and plastic processing machinery. MAW Maschinen-Apparate-Werkzeuge Walter Stork (importer, wholesaler, manufacturer's agent), 11 Sindelfinger Str., Maichingen b. Stuttgart. WTD 11/29/61.

357 Office, Computing, Accounting Machines

Germany

Bookkeeping machines; electronic numerical and/or alphabetical **accounting machines; calculators, tape punches, photocopy machines; envelope packing machines.** Heinrich Schmitz (importer, wholesaler, retailer), 56 Neue Mainzerstrasse, Frankfurt/Main. WTD 7/28/61.

Netherlands Antilles

Office equipment. Morris Serphos, Jr. & Mark A. Serphos (importer, retailer, agent), 4 Van Galenstraat, San Nicholaas, Aruba. WTD 12/7/61.

358 Service Industry Machines

Germany

Washers, dryers, laundry machinery for commercial use; **heating:** electric, gas, or steam; if electric, 220-volt/2-phase or 380-volt/3-phase, a.c., 50-cycle. Rudolf Geibel (sales agent), 56 Hartmannstrasse, Maikammer/Weinstrasse (Pfalz). WTD 12/7/61.

361 Electric Transmission, Distribution Equipment

Germany

Electronic measuring devices. Hans Hermann Fromm (importer, exporter, wholesaler), 3 Fehrbelliner Platz, Berlin. WTD 5/12/60.

363 Household Appliances

Germany

Washers, dryers, other **laundry appliances.** Rudolf Geibel (sales agent), 56 Hartmannstrasse, Maikammer/Weinstrasse (Pfalz). WTD 12/7/61.

364 Electric Lighting, Wiring Equipment

Philippines

Lighting equipment for airports. T. J. Wolff & Co., Inc. (importing distributor, manufacturer's agent, manufacturer, assembler), 500 Echague, P.O. 920, Manila. WTD 8/7/57.

366 Communication Equipment

Germany

Electronic communication equipment. Hans Hermann Fromm (importer, exporter, wholesaler), 3 Fehrbelliner Platz, Berlin. WTD 5/12/60.

Philippines

Telephones, sound tracks, telephone-type **intercommunications systems. Paging systems** for hospitals. **Communications equipment** for airports. T. J. Wolff & Co., Inc. (importing distributor, manufacturer's agent, manufacturer, assembler), 500 Echague, P.O. Box 920, Manila. WTD 8/7/57.

367 Electronic Components, Accessories

Germany

Electronic tubes and semi-conductors, antennas. Hans Hermann Fromm (importer, wholesaler), 3 Fehrbelliner Platz, Berlin. WTD 5/12/60.

371 Motor Vehicles, Parts

Australia

Spare parts for motor industry. Australasian Distributors (importing distributor, manufacturer's agent), c/o A. B. Codd, 60 Hillside Crescent, Hamilton, Brisbane. WTD 11/29/61.

391 Jewelry, Silverware, Plated Ware

Australia

Brass gift items such as salt and pepper shakers. P. K. Waite (general merchant, importer, manufacturer's representative), 21-23 McLachlan St., Fortitude Valley, Brisbane. WTD 10/29/59.

France

Silver-plated tableware, trays, articles sold by jewelers. Ets. Roger Bion & Cie. (importer, manufacturer's agent), 9 rue Caumartin, Paris 9. WTD 11/21/60.

394 Toys, Amusements, Sporting, Athletic Goods

Australia

Toys. Australasian Distributors (importing distributor, manufacturer's agent), c/o A. B. Codd, 60 Hillside Crescent, Hamilton, Brisbane. WTD 11/29/61.

Belgium

Dolls and **stuffed animals,** all kinds of **toys.** Ets. Tecomin (importer, agent), 96 Blvd. Charlemagne, Brussels 4. WTD 9/25/61.

Denmark

Sporting goods, such as camping equipment, air mattresses, sleeping bags, ice skates, roller skates, ice hockey equipment. F. T. Thorsen A/S (manufacturer's agent), Bredgade 73, Copenhagen K. WTD 11/29/61.

Netherlands

Camping articles. Technische Groothandel N. Hoogendam (importer, manufacturer's agent), Vettenoordskade 42, P.O. Box 7, Vlaardingen. WTD 6/1/61.

Netherlands Antilles

Sporting goods, bowling equipment. Morris Serphos, Jr. & Mark A. Serphos (importer, retailer, agent), 4 Van Galenstraat, San Nicolaas, Aruba. WTD 12/7/61.

South Africa

Athletic and sporting goods, including **fishing tackle.** Taylor & Handerson (manufacturer's agent), P.O. Box 1904, Cape Town. WTD 11/24/61.

396 Costume Jewelry, Costume Novelties, Buttons, Miscellaneous Items

Panama

Costume jewelry, necklace and earring sets. Samples and prices requested. Exclusive agency. Ami, S.A. (commission merchant, manufacturer's representative), P.O. Box 4617, Panama City. WTD 4/17/61.

South Africa

Women's and children's **hair clips, buckles, hairpins, slides, bands, buttons.** Elko Trans-African Trading Co. (Pty.), Ltd. (indent agent), P.O. Box 4436 or 88 Strand St., Cape Town. WTD 11/21/61.

399 Miscellaneous Manufacturing Industries

Netherlands Antilles

All sizes of **combs.** La Colombina (sales agent), 25 Wilhelminastraat, Oranjestad, Aruba. WTD 12/4/61.

South Africa

Women's and men's **brush and comb sets,** plastic backs, cased and boxed; nylon bristle **hairbrushes,** manicure sets, cased and drop fitted; women's and men's **traveling companion sets;** women's **cosmetic cases; novelty gimmicks** for home cocktail bars; women's and men's **pill boxes;** Christmas ornaments and decorations; all in lower-priced category. Elko Trans-African Trading (Pty.), Ltd. (indent agent), P.O. Box 4436, or 88 Strand St., Cape Town. WTD 11/21/61.

LEADS FOR IMPORTERS

Commodities are offered direct unless specified.

203 Canned Specialties

France

Tomato paste, double concentrate 28%, yearly production 800 to 900 tons; canned **cannelloni,** stuffed with meat, tomato sauce, and spices, unlimited quantities. Direct or through agents in one or two states to start with, or chain store buying agency. Etablissements Barbier & Dauphin (manufacturer), 4 place Jeanne d'Arc, Aix-en-Provence, B-d-R. WTD 12/4/61.

Olive paste, "a la Provenciale." Direct or through agents. Henri Chazalet (manufacturer), 12 boulevard Sauveur Rambelli, Marseille 11. WTD 11/30/61.

206 Sugar Products

Turkey

Beet sugar crystal, white, odorless. Total stock available in 1962, 75,000 metric tons; **beet molasses,** 20,000 metric tons. Turkiye Seker Fabrikalari, A.S., Genel Mudurlugu (General Directorate of the Turkish Sugar Factories Corp.), (manufacturer and exporter), Mithatpasa Caddesi No. 14, Yenisehir, Ankara. WTD 12/4/61. Specifications.★

208 Alcoholic Beverages

France

Extra dry French **vermouth,** 38 proof. Direct or through agents. S.I.A.P.O. (producer), rue Francois Feynes, Beziers (Herault). WTD 12/4/61.

209 Miscellaneous Food Products

France

Shelled walnuts from Bordeaux region; **walnut shell flour** of different granulations for plastic and other industries. Good quality. Direct or through agents. Raoul Chabrelle ("Selecta Fruits," grower, cracker, and exporter), Condat-sur-Vezere, Dordogne. WTD 10/3/59.

Mozambique

Coconut shell flour, used in various manufacturing industries. Firm can produce 400 tons a month. Price depending on fineness of grind or mesh. Incol. (Industria de Coco, Ltda., producer and exporter), P.O. Box 1797, Lourenco Marques. WTD 6/28/61. Specification sheet.★

238 Miscellaneous Apparel

Netherlands

Suede clothing for ladies, men, and children. Firma J. H. van Beek & Zoom (manufacturer), 97 Mgr. Volkerstraat, Kaatsheuvel. WTD 12/1/61.

241 Logging Camps

Burma

Round logs and conversions, teak and

other **hard woods; timber** of all kinds, 1, 2, 3, 4 star; Europe Intermediate. Direct or through agents. Sein Tun & Pe Than Co. (importer, exporter, and commission agent), 23 28th St., Rangoon. WTD 10/11/61.

251 Household Furniture

Burma

Wooden furniture, raw, wax-finished or French-finished. Superior quality Burma teak. Direct or through agents. Oriental Furniture Mart (importer, exporter, manufacturer, wholesaler, and retailer), 188 Barr St., Rangoon. WTD 12/4/61.

275 Printing

Germany

Sheet music for wind instruments. Direct or through agents. Wilhelm Halter Musikverlag (music publisher and wholesaler), 34 Kaiser-Allee, Karlsruhe/Baden. WTD 12/4/61. Catalogs.★

319 Leather Goods

India

Leather goods, including travel equipment and saddlery. Merchandise to value of $1,500 every quarter. Defense Equipment Factory (manufacturer, wholesaler, and exporter), 41/83 Chaubey Gola, Kanpur, U.P. WTD 3/29/61.

329 Non-Metallic Minerals

Burma

Dark brown **mica.** Direct or through agents. Bawathit Trading Co., Ltd., (importer, exporter, and general merchant), 64 Morton St., Rangoon. WTD 10/10/61. Sample.★

Insulating materials for protection against heat, cold, sound, and vibration. Direct or through agents. Rheinhold & Mahla GmbH (manufacturer, exporter, importer), 32 Augusta-Anlage, Mannheim. WTD 12/6/61. Catalogs.★

333 Rolling Mills

Australia

Concentrate containing 250 oz. silver, 8.6% copper, 22% zinc, 4% lead, per long ton, 40 tons a month. Direct or through agents. Collisons Silver Mine, Head Office, Ipswich Rd., Oxley, Brisbane; Mine, Emmaville, New South Wales. WTD 11/27/61.

339 Iron, Steel Forgings

Germany

All kinds of **chains,** tire, anti-skid, coil, tractor, and tension. Direct or through agents. Rud-Kettenfabrik, Rieger & Dietz (manufacturer), Friedensinsel, Unterkochen, Kreis Aalen, West Germany. WTD 12/1/61. Prospectuses.★

343 Plumbing Fixtures

Germany

New type **flushing toilet** and **water drain** that swirls water for bath massage. Firm would like to license a U.S. firm to produce these fixtures. Heinrich Pippig (retail firm), 26 Haupstrasse, Mosbach-Baden. WTD 12/5/61. Prospectuses.★

355 Woodworking Machines

Germany

Apparatus and devices for woodworking: Band saw guides, setting and equalizers, precision arbors, and grinding machines. Direct or through agents. Firm would eventually be interested in licensing agreement with a U.S. firm for production of patented band saw guides. Anton Panhans, Werkzeug und Maschinenfabrik (manufacturer), Sigmaringen, Hohenzollern, West Germany. WTD 12/1/61. Prospectuses.★

365 Radio, Television Equipment

Germany

Special **wire and cable** for television and radio receivers. Elektro-Isolierwerk Schwarzwald AG (manufacturer and exporter), Villingen, Schwarzwald, West Germany. WTD 12/1/61. Prospectuses.★

Hong Kong

Transistor radios, 12,000 a month. Grade A materials, six, eight, and two band 6 transistors. Direct or through agents. Aero Electronic, Div. of Aero

(See Leads, page 28)

FOREIGN VISITORS

Scheduled arrival dates and U.S. addresses indicated.

Australia

John H. Hudson, consulting engineer, representing Hudson Export Co., Hudson House, 360 Kent St., Sydney, interested in exporting **timber** from New Guinea to the United States; also in contacting importers of **lumber** and **builders hardware,** with the possibility of importing and exporting, and exploring the possibility of U.S. investment in machine tool industry and heavy industry such as **rolling mill equipment** and **manufacturing and ancillary equipment.** Was scheduled to arrive Dec. 28 via Honolulu for 2 weeks or longer; c/o Australian Trade Commissioner, 153 Kearney St., San Francisco, Calif. Itinerary: Honolulu, San Francisco, and Los Angeles.

George F. Willy, representing Francis Willy (N.S.W.) Pty., Ltd., 172 Clarence St., Sydney, interested in obtaining Australian representation for **textile piece goods** for mills or direct export organizations. Interested in **cottons** and **synthetics** (plain and fancy). Scheduled to arrive January 6 via Honolulu for 2 weeks; c/o Taylor Linen Co., Inc., 39 White St., New York, N.Y. Itinerary: New York.

NEW TRADE LISTS

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from this Division and from Department of Commerce Field Offices. Telephone WO 7-4130 in Washington. The price is $1 a list.

Most lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All all are dated November unless otherwise indicated.

Air Conditioning and Refrigeration Equipment Importers, Dealers, and Manufacturers—Burma.

American Firms, Subsidiaries, and Affiliates—Italy, December.

Farm Machinery and Equipment Importers and Dealers—Iran.

Farm Machinery and Equipment Importers and Dealers—Morocco.

Laundry and Dry Cleaning Industry—Hong Kong.

Machinery and Equipment, Except Electrical Importers and Distributors—Morocco.

Machine Tools, Dies, Other Metalworking Machinery, and Industrial Furnace Importers and Dealers—France.

Mining Companies and Exporters of Ores—Indonesia.

Motor Bus Lines and Transport Companies—Morocco.

Motor Bus Lines and Transport Companies—Nicaragua.

Motor Bus Lines and Transport Companies—Uruguay.

Textile Industry—Guatemala.

Denmark

Erik Bach Kristiansen, representing Porcelaensfabriken "Danmark" A/S, Vinkelvej 10, Kgs. Lyngby, Denmark, interested in exporting **porcelain tableware** products to the United States. Scheduled to arrive January 2 via New York for 2 months; c/o Danish Consulate General, San Francisco (Jan. 2-20), and New York (after Jan. 20). Itinerary: New York, Boston, Philadelphia, Pittsburgh, Atlanta, Dallas, San Francisco, Seattle, Los Angeles, Minneapolis, Chicago, Miami, Houston, Baltimore, Detroit, and Jacksonville.

England

D. A. Orr-Ewing, representing James Pearsall & Co., Ltd., Silk Mills, Taunton, Somerset, interested in contacting U.S. manufacturers of fine **electrical wire** who would use pure silk yarn for lapping around the wire. Scheduled to arrive January 20 via New York for 4 days; c/o British Consulate General, 99 Park Ave., New York, N.Y. Itinerary: New York.

Two Australian Firms Wish To Manufacture Equipment

Two concerns in Australia are interested in licensing agreements in order to manufacture varied types of equipment.

● An engineering firm in New South Wales is interested in a licensing agreement with an American company to produce concrete mixing and placement equipment and roadbuilding machines.

At present, the firm manufactures ready-mixed concrete batching plants, transit concrete mixers, and concrete block and tile plants. The firm anticipates significant opportunities in the next 6 months.

Write to Managing Director, Marlak Engineering Pty., Ltd., 2-8 Alexander St., Auburn, New South Wales, Australia.

● An Australian firm would like to manufacture U.S. office furniture or equipment under license. The organization would also consider other arrangements such as the formation of a jointly-owned, manufacturing company in Australia.

The managing director plans to visit Miami, Washington, Philadelphia, New York, Buffalo, Chicago, San Francisco, and Los Angeles, for a period of 2 to 3 weeks, beginning Feb. 1, 1962, to discuss his proposals with interested firms.

Address Mr. Murray Rawlings, Managing Director, Sheraton Office Centre Pty., Ltd., Owen Dixon Chambers, 221 Williams St., Melbourne, Australia.

Venezuelan Drug Processing Concern Offers Facilities

A new company, jointly owned by American and Venezuelan pharmaceutical firms, has been recently opened. It will process drug and cosmetic products on a contract basis, eliminating the need for capital investment, and is reported to be the first such firm in the Venezuelan drug industry.

The plant is located on 2½ acres and has 30,402 sq. ft. of work space. It is equipped to process injectibles, tablets, ointments, liquids, capsules and other product forms. A quality control laboratory, warehouse and shipping areas, administrative offices, and building service equipment complete the facilities.

Write to PROFAR, Aptdo. 1120, Maracaibo, Venezuela.

Shrimp Fishing Business Planned in Saudi Arabia

A Saudi Arabian firm is interested in establishing a modern fishing business capable of a daily haul of 10 tons of shrimp, with processing facilities usable for fish in the shrimp off-season, and a cold-storage plant to store up to 250 tons of processed shrimp.

The firm is prepared to invest $500,000-$700,000 but seeks technical assistance. The form of association between the firms would be subject to negotiation.

Write to Mr. Altef Ali, General Manager, Abdulhadi Abdullah Al-Qahtani & Sons, P.O. Box 20, Damman, Saudi Arabia.

Plant in Belgium Offered for Sale

A Belgian industrial complex, formerly used as a textile mill, is offered for sale by the owner. The total area is given as 2,500 sq. m., including a power plant and a house for a janitor.

Trained and skilled workers are said to be available. City officials will grant assistance to firms wishing to establish a new business in the area, it is reported.

A sketch of the plant layout and a map showing the main roads leading to the site are available on loan from the Office of International Investment, Foreign Investment & Licensing Division, U.S. Department of Commerce, Washington 25, D.C.

Write to Mrs. Jean Cambier, 14, rue Van Hove, Renaix, Belgium.

German Furniture Firm Proposes Partnership

A German furniture manufacturing firm would like to conclude a mutual licensing partnership agreement or an arrangement for direct sales or an agency with a U.S. manufacturer.

The company produces upholstered furniture and garden furniture. It employs 50 persons and is reported to be well equipped with a saw mill, drying plant, steam plant, and carpenter, paint, and upholstery workshop. Present capacity can easily be expanded 100%.

A catalog showing the firm's present production is available on loan from the Office of International Investment, Foreign Investment & Licensing Division, U.S. Department of Commerce, Washington 25, D.C.

Write to H. Groth K.G.-Hagro-Moebelfabrik, Arolsen/Bez-Kassel, W. Germany.

Iran's dried apricot exports in 1960-61 totaled only 3,700 tons, the Foreign Agriculture Service reports.

German Chemical, Oil Firm Wants License

A German chemical firm desires a licensing agreement with a U.S. firm in order to refine petroleum products and manufacture petrochemicals.

The firm produces petroleum derivatives, imports, wholesales and exports chemicals, pharmaceutical raw materials, and petroleum products and is an export agent for a number of European manufacturers.

Its plant includes 2 new brick buildings, a laboratory, small office, and storage areas. Indoor storage space covers 42,000 sq.ft. and there is 108,000 sq.ft. of outdoor storage.

Plant capacity is fully utilized but the company would provide any additional equipment necessitated by a licensing agreement.

Write to Mr. Ulrich Zimmermann, Teer-Chemie, Jungfernstieg, 51, Hamburg 36, Germany.

S. African Group Plans Basutoland Investment

A group of Cape Town businessmen has announced that under an agreement reached with the British Government and the Paramount Chief, they will invest over $1.4 million in industries in and around Maseru, Basutoland. The enterprises would include engineering plants and factories to produce paint, clothing, sweets, bricks, cigarettes, and furniture.

The group, operating under the name of Basutoland Development Corp. in Cape Town, claims to have raised $1.4 million from South African entrepreneurs. It plans to launch a campaign to attract additional investors.

It is intended that Basutos will serve on the board of directors of each company controlled by the corporation.

Markets for products made in Basutoland will be sought particularly in the 3 British Protectorates.

Barber, Beauty Shop Items To Be Produced in India

An Indian firm plans to erect a factory in a free-trade zone to manufacture such products as hair clippers, razors, electric shavers, combs, and hair dryers.

The firm desires to establish contact with American manufacturers for technical know-how and possible capital participation to cover the cost of imported machinery.

Direct inquiries to Rajan & Sons, Post Bag No. 10026, 19, Hamam St., 4th fl., Bombay 1, India.

Swedish Economy Moves Along at Good Pace; Industrial Expansion Slows

STOCKHOLM.—The economy of Sweden moved along at a good pace throughout the third quarter.

Industrial production continued to grow but at a definitely slowed rate. The tight labor market persisted with unemployment at a record low. Price levels were steady and terms of trade remained consistent although both the import and export price indexes dropped one point in September as a result of the lower prices paid for imported commercial steel and foodstuffs and received from exported forest products.

Sweden's eventual relationship with the European Economic Community created much interest. Although considerable opinion in Sweden favored full membership, the strongest indication was that a formal application for association with EEC under Article 238 of the Rome Treaty would be made.

U.S. Firms Expand Activity

The past 3 years have witnessed a marked increase in activity on the Swedish market of U.S. companies which, in their efforts to entrench themselves or boost sales, have either expanded their commercial representation or established subsidiary companies and branch offices in Sweden. These efforts apparently stem from a growing realization that Swenden offers a good potential market for a wide range of U.S. goods and services, and that efficient development of the Swedish market is not an overnight operation but a long-range one often requiring sustained effort.

While U.S. manufacturers have traditionally been active in Sweden in such fields as rubber products, agricultural machinery, and toiletries and cosmetics, their operations have extended into such fields as chemicals, canned foods, safety razors, automotive and industrial finishes, orthopedic supports and appliances, and various types of machinery. A further extension of manufacturing activity into paints, lacquers and allied products, and various types of machinery components and accessories, was recently announced by some U.S. firms.

The outlook for increasing the sale of U.S. products in Sweden appears promising. Projects are being planned for Government and private investment to meet future needs in such fields as land and water resource development, transportation, industrial and commercial building, road building, research facilities, and recreation and other services.

Government and private investment of this type will create future demands for such items as road and construction machinery and equipment, data-processing and business machines, automation and other labor saving machinery and equipment, medical supplies and equipment, restaurant equipment, indoor sporting equipment, and laboratory apparatus and equipment.

Industry Predominantly Expansive

Swedish industrial production, with several uninterrupted years of favorable expansion, continued reasonable general growth in the third quarter, but several factors contributed toward slowing down the rate of expansion in some of the nation's major industries. While, in general, the industrial picture remained predominantly expansive, notably within the fields of electrical and mechanical engineering and in several consumer goods industries, a slight recession developed in some sectors of the forest products industry.

The general outlook for the fourth quarter, while optimistic and reasonably confident, is somewhat clouded by uncertainties which seem to exist in the international timber and woodpulp markets.

Iron Ore Production High

The third quarter continued to be one of solid progress for Sweden's iron-mining industry, with local mines struggling to fill domestic and foreign orders at near-capacity rates of operation.

The unprecedented boom which Sweden's iron-mining industry has enjoyed in recent years apparently has not yet spent itself, though the third quarter witnessed some slowing down in the previously fast growth rate of ore production. According to industry sources, about 17 million metric tons of iron ore were produced in the first 9 months of 1961—11% more than in the corresponding period of 1960, when ore production reach an alltime high. Thus it became evident by the end of September that 1961 would witness a new historic peak in Swedish iron ore production.

Swedish production of iron and steel leveled off during the third quarter at peak levels which prevailed in the first half of 1961. The third quarter brought some improvement to the position of Sweden's steel industry in that the decline in its overall order intake, resulting from a cessation of restocking by steel merchants and users, seemed to have been definitely halted, and no further contraction of order books was reported. The demand for steel, arising from continued general economic expansion, was sustained at a high level but the past year's growth of steel production seemed to have outstripped the rise in consumption. As a result, steel prices have weakened somewhat.

The domestic industry in 1961 has substantially increased its share of the home market at the expense of foreign suppliers, and this trend is expected to continue as new domestic steelmaking facilities successively go into production.

Engineering Industry at Capacity

The level of employment in Sweden's electrical and mechanical industry, which has been operating at almost all-out capacity since the fourth quarter of 1960, was even higher in the third quarter of 1961 than in the two immediately preceding quarters, taking into account the staggered shutdowns during July and August for the statutory 3-week summer vacation. Stimulated by the pressure of demand for machinery and equipment and for a wide range of durable consumer goods, the level of employment exceeded previous expectations by a rather wide margin and, barring unforeseen event, will probably continue to rise, though perhaps somewhat more slowly.

Recent reports indicate that Swedish pulp production declined in the third quarter from the high level of the first half of 1961, resulting partly from an unwieldy accumulation of mill pulp inventories, and of the sluggish export sales of recent months when buyers abroad seemed unwilling to commit themselves on large pulp purchases. The lower level of Swedish pulp operations, however, is believed to be not so much the result of a slackening in ultimate consumption of the industry's products but rather of the realization of buyers that, in the existing situation, there is no need to insure their pulp needs long in advance. The longer-term outlook for woodpulp remains favorable, and the industry has pressed on with several large-scale plant expansion and improvement projects.

The market for paper and paperboard settled down into a state of comparative

stability and there was no substantial change in the level of output or shipments. Present order books are considered sufficient to maintain paper and paperboard production at the current high level for several months ahead, and strong optimism prevails in the industry with respect to both the near-future and long-term outlook for paper and board.

Lumber in Minor Recession

Sweden's sawmill industry, which had a relatively prosperous year in 1960, found itself in the throes of a minor recession during the third quarter of 1961. The rate of ordering of sawnwood, particularly with respect to export business, dropped rather sharply, sawmill production declined, mill inventories of sawnwood began to swell, and both domestic and export prices took a downward turn. This was a clear-cut contrast with the lengthening order books and pressure on producers that prevailed throughout 1960.

Export sales during the quarter were sluggish, the sawnwood suppliers apparently preferring not to force their goods on an unwilling export market.

Production by Sweden's shipbuilding industry remained substantially unchanged in the July-September period, although the industry reported a rather marked increase in the total number of persons employed. Measured in terms of working hours, the industry's total order backlog diminished somewhat, a development attributed to the fact that deliveries of new ships during recent months outstripped the rate at which new orders were received, both from domestic and foreign customers. Swedish shipbuilders, however, generally anticipate a heavier inflow of new orders from abroad in the year's last quarter, and this is believed to be the reason why they made serious efforts during the past summer to secure their manpower requirements.

The third quarter brought little relief to Swedish shipping companies in freight earnings. The freight market continued to be weak, although some improvement was recorded in tanker freight rates. The tramp freight index of the Swedish Board of Trade dropped a unit from 121 in July to 120 in September, while the tanker freight index rose from 45 to 53 in the same period (base year 1948=100).

Agricultural Rates Satisfactory

Favorable weather in September and October has permitted complete harvest of the grain and potato crops. The 1961 sugar beet crop was reported one of the largest on record, about 5% larger than in 1960 and about 20% above the 1955-1959 average. Quality is satisfactory for all crops except rye and to a minor degree wheat and hay. The current supply of feed grain exceeds requirements. For this reason the Government has introduced a price support and export pro-

(See Sweden, page 30)

U.S. Exports to Hong Kong Gain; Dynamic Expansion in Industry

HONG KONG.—Industrial activity in Hong Kong continued to expand dynamically in the third quarter, although signs of slack were seen in some sectors, notably in trade and construction.

The United States increased its exports to Hong Kong, attained a favorable balance of trade, and held its position as the Colony's leading trade partner.

In November Hong Kong formally announced its adherence to the International Textile Agreement.

Economic Trends Mixed

Economic developments followed diverse trends in the quarter. Vigorous growth prevailed in the industrial sector; employment rose, labor disputes were negligible, foreign capital, particularly oversea Chinese, continued to pour in, factory registration increased, the Government maintained a budget surplus, and the Hong Kong dollar was never sounder. On the other hand, declines occurred in building and construction, in tourism, and in the stock market.

The most striking development in the economy in the first 9 months of 1961 was the decline in overall trade, manifested principally in a substantial decrease of exports and reexports. Imports increased slightly. While total two-way trade (US$1,272 million) was just below the corresponding 1960 level, total exports ($376 million) and reexports ($126 million) were off by 0.8 and 8.0%, respectively. Total imports at $770 million were only $3 million above the 1960 figure.

U.S. Products Score Gains

In light of the general retrenchment in trade, the performance of American goods in the Hong Kong market is especially impressive. The United States was able not only to retain its position as Hong Kong's leading trade partner, but to increase its strong export position in relation to major competitors and regain a favorable balance of trade.

At the third-quarter mark, imports from the United States ($101 million) were nearly 2% ahead of the comparable 1960 level, whereas imports from Mainland China ($129 million), Japan ($108 million), and the United Kingdom ($98 million) fell by 13, 11, and 9%, respectively. This showing underscores the high competitive capability of American goods in one of the most price conscious and widely courted free port trade centers in the world.

The preeminence of American products in Hong Kong can be readily seen in the following list of 14 major items in which the U.S. volume-share of the Colony's market exceeded 50% at the end of third quarter 1961 (in percent): Raw cotton, 51; cigarettes, 69; antibiotics, 75; vitamins, 70; oranges and tangerines, 60; fresh, frozen, and chilled poultry, 70; canned crustacea and molluscs, 61; food wastes and prepared animal feed, 53; synthetic detergents, 61; sports goods, 63; iron, steel, and blackplate, 51; aircraft parts, 87; air conditioning and refrigeration equipment and parts, 79; and air conditioners, 99.

Especially indicative of the American export thrust in 1961 are the marked percentage gains in value over the 1960 period made by cut diamonds, 821; animal feed stuffs, 151; frozen meats, 104; aircraft parts, 88; air conditioners, 64; polystyrene, 43; pharmaceuticals, 34; tobacco leaf, 30; and antibiotics, 20.

Export Opportunities Available

Construction activity, which leveled off somewhat in the third quarter, still provides the greatest area of opportunity for increased U.S. exports. In particular demand are plastic raw materials; synthetic fabrics, including upholstery materials; hardware, including decorative door knobs, locks, and keys; air conditioning equipment; aluminum extrusions; concrete additives; spun glass wall and ceiling coverings; plastic sheetings; and specialized equipment such as rotary trowels, tampers, vibrators, and grinders. New building techniques and methods are also sought by local architects and builders, who have offered to display American ideas and products in prominent places.

Other American products wanted in Hong Kong include frozen poultry, meals and feeds, pharmaceuticals, and cosmetics. In addition, American packaged boilers, because of their durability, have won acceptance in the local gas works, and American water pumps are generally favored over foreign pumps in newly erected downtown office buildings. The Hong Kong Government has held open tenders for specialized radio equipment in order to encourage more American participation and cause the price to be reduced.

As part of the concentrated effort being made to promote U.S. exports in Hong Kong, two contingents of the Isbrandtsen Mobile Trade Fair exhibited in Hong Kong during the third quarter,

(See Hong Kong, page 28)

Insurgency Disturbs Viet-Nam Economy; U.S. Exports Increase

SAIGON.—Effects of increasing communist guerilla activity began to leave their mark on Viet-Nam's economy in the third quarter.

Exports as well as agricultural production declined, foreign exchange reserves fell, and the price of consumer goods rose appreciably. Overall business conditions in Saigon and most provincial cities and towns were satisfactory until the start of the disastrous Mekong River floods in October; in rural areas they were generally characterized by uncertainty and apprehension.

As in previous quarters this year, available statistics and spot information indicate that Viet-Nam's industry did well.

The limited worldwide procurement policy instituted for U.S.-aid-financed imports began to take greater effect in the July-September period. The United States and other eligible suppliers captured a larger part of the Viet-Nam market.

Import Level Unchanged

Licensing of imports for the first 9 months of 1961 (trade data available for 6 months only) totaled approximately $154 million: $80.9 million approved against U.S.-aid funds, $73.1 million financed by Viet-Nam owned exchange. This level approximately equals licensing for the same period in 1960.

The impact made by the limited worldwide procurement policy—which has governed U.S.-aid purchasing since December 1960—on Viet-Nam's trade picture in 1961 is not entirely clear yet, as until June 1961 about two-thirds of U.S.-aid financed imports were still covered by worldwide procurement. Trends of impending changes are becoming discernible, however. The share of the 19 excluded countries declined from 75% of U.S.-aid financed commodities licensed in the first half of 1960, to 41% during January—June 1961, and to 26% in the third quarter. The U.S. share increased from 19.5% to 41% and 45% in the comparable periods.

Other eligible countries, especially Thailand, Taiwan, Spain, and Portugal, increased their share of Viet-Nam's imports from 5% in the first half of 1960 to 18% in the first half of this year and to 20% in the third quarter. Thailand supplied cement, Taiwan cement and steel products, and Spain and Portugal mainly pharmaceutical preparations—products for which they had no market in Viet-Nam heretofore.

The suppliers principally affected by the new procurement policy are Japan, France, the Netherlands, and the United Kingdom, judging from licensing data. The increasing share of imports from third countries, financed with funds owned by the Government of Viet-Nam and recent promotional measures taken by Japan, France, and the United Kingdom should be a warning to U.S. exporters not to become complacent if they intend to maintain their position in Viet-Nam.

Japanese sales under the Viet Nam-Japan reparations agreement have increased in 1961, the Bank of Tokyo opened a branch in Saigon, and Japanese sales can be expected to improve as the share of Viet-Nam's imports financed from its own resources increases. (For the 9 months ended September 30, $73 million were Viet-Nam financed ($58 million in 1960) while licenses against U.S. aid funds totaled $81 million ($103 million in 1960)).

Purchases of French equipment for construction of the Ha Tien cement plant, implementation of French Government export credit guarantees for capital goods sales in Viet-Nam, imports under Vietnamese financing and longstanding ties between the two countries are factors favoring a continued high level of French sales.

The British are also extending their export credit guarantee system for capital goods sales to Viet-Nam, and recently dispatched a high official to Saigon to review trade relations with Viet-Nam.

The new U.S. procurement policy could bring about an increase in actual sales if U.S. suppliers manifested greater interest in developing market outlets in Viet-Nam, by more alert and flexible sales efforts, offering lower c.i.f. prices, favorable credit terms, prompt deliveries and service, and especially by tailoring their products to the needs of the local economy.

Exports dropped considerably below their 1960 levels as a result of the suspension of rice exports in June and hog exports in August to insure sufficient domestic supplies disrupted by communist guerilla activity. The value of export licenses for the first 9 months fell to $55 million from $70 million in 1960. Rubber exports continued at a high level, and are expected to reach 78,000 metric tons by yearend.

Gold and foreign exchange reserves of the National Bank declined to $192 million at the end of September, down from $206 million in the preceding quarter. This contraction is generally attributed to lower export earnings and the high level of Viet-Nam financed imports this year.

Industry Performance Favorable

Industrial production and development continued largely unhampered in the third quarter. Production increased for jute yarn, jute bags, coal, cotton yarn and textiles, and refined sugar. Output of other commodities apparently remained close to their 1960 levels.

Development of small-scale industry was highlighted by the start of production by the paper mill of the Dong Nai Paper & Chemical Products Co. (COGIDO) which will produce about 25 to 30 tons of writing and packing paper daily. Progress was made in construction of another paper mill (annual capacity 6,000 tons of pulp, 9,000 tons of paper) jointly owned by the Government and the U.S. Parsons & Whittemore Co., the 300,000 ton-capacity Ha Tien cement plant, and the Viet-Nam Finishing Co.'s new building for cotton textile dyeing and finishing with initial production expected in December or January.

Other developments include beginning of the local assembly of Necchi sewing machines (10-15 a day) and the announcement by Viet-Nam Synthetic Fabrics Co. in August that production of synthetic fabrics will start in 1962 provided U.S. aid assistance is forthcoming. Several large textile projects marked time pending consideration of American assistance for them. Some plans for industrial projects were reported suspended owing to unsettled conditions. The value of smaller industrial projects receiving official approval in the quarter totaled over $1.6 million, as compared with $2.2 million in the first and $1.8 million in the second quarter.

Construction activity in principal cities continued at satisfactory levels, according to first-hand observers. A new engineering and construction firm, 51% Vietnamese and 49% French-owned, began operations recently, and is involved in construction of the Ha Tien cement plant.

New procedures for production and sale of foods or drinks, canned, bottled, or conserved in other sealed containers were established by Government decree,

(See Viet-Nam, page 28)

The **Continental Can Co.** of New York has transferred shares of stock to its wholly owned Brazilian company, Continental do Brasil in Sao Paulo. The company's operating position in Brazil has not changed.

The reported plan (FCW, Nov. 13, p. 31) that Continental do Brasil would manufacture machinery, etc. in Sao Paulo is in error.—U.S. Consulate General, Sao Paulo.

New Trade Program Announced by Korea

SEOUL.—Korea's trade program for the first half of 1962 has been approved, according to an announcement by the Government's Trade Committee.

Preliminary indications are that the new program does not vary greatly from the present one. Restrictions on some commodities for export have been lifted. Presumably, those are items which are in short supply or which the Korean Government has decided would be more advantageous to sell abroad while utilizing other available substitutes for home consumption. On the other hand, there will be a continuation and possible increase in the prohibitions on the import of goods which would compete with those produced locally, nonessentials, and so-called luxury items which are subject to the Retail Sales Ban Law.

One basic principle which has been retained in the new program is that U.S. financed commodities shall not be importable with Korean Foreign Exchange (KFX), with some exceptions as in previous plans. Also continued is the "export link" system—a system which links the import of certain commodities subject to specific Ministry of Commerce and Industry approval only with exporters who have met specified requirements.

Exports for the first half of 1962 are programed to reach $30 million for oversea shipments and $26 million for sales of goods and services to the United States and United Nations Forces. Projections for the current trade program ending December 1961 indicate that exports and sales to the United States and U.N. Forces will each be about $21 million. The estimated total of $40 million for the second half of 1961, compared with the programed $56 million total for the first half of 1962, shows a potential increase by one-fourth in the overall program.—U.S. Embassy.

South Africa Introduces Revised Invoice Form

A revised South African invoice form has been introduced. Although immediate use of this form is desired, the South African Commissioner of Customs will allow continued use of the existing form for a period of 6 months from the date of introduction. The action became effective on November 17, 1961, in accordance with Government Notice No. 1002.

Further information about the specific changes may be obtained from the African Division, Bureau of International Programs, Washington 25, D.C.

Latin American Free Trade Association Implementation Resolutions Outlined

MONTEVIDEO.—The Conference of the Latin American Free Trade Association has issued a number of resolutions pursuant to the Treaty of Montevideo.

These resolutions establish the rules for the Permanent Executive Committee, set forth procedure for determining whether or not a member country is entitled to the treatment provided for countries with a less advanced stage of economic development, determine how cases of dumping are to be handled, and make other administrative provisions for carrying out various parts of the treaty.

Resolution No. 13, October 11, 1961, simply charges the Permanent Executive Committee with making studies related to regional trade between neighboring zones of the contracting parties, so as to bring this trade within the purview of the treaty.

Resolution No. 14, September 12, 1961, makes provisions for handling complaints against dumping from other association members and calls for the Committee to investigate and bring about a solution of the problem or make recommendations for its settlement to the Conference.

In Resolution No. 16 of October 11, 1961, the committee is authorized to decide on the consistency between integration agreements, as provided for by Resolution 15 of October 11, 1961, and the general principles and objectives of the treaty. The committee also is empowered to approve classifications of origin and to review the rules and regulations relating to integration agreements, and to make such changes therein as may seem advisable.

The procedure for determining what countries qualify for the special preferential treatment which the treaty permits for countries found to have a less advanced economic development is set forth in Resolution No. 17 of October 9, 1961. This resolution indicates how requests for recognition as a less developed country must be drawn up and determines the procedure to be followed by the Contracting Parties in deciding whether the applying country qualifies. The resolution also authorizes the Contracting Parties to take action for the termination or reduction of the authorized preferential treatment under certain specified conditions.

Resolution 18 of October 11, 1961, establishes definite criteria to be used by the Committee in reaching a decision as to whether a requesting country qualifies for the preferential treatment for less developed countries. Three sets of indicators must be used as follows:

- Fundamental Indicators: Net per capita production; net production per sector or field of activity; the relationship of product-capital and product-workman; active per capita investment and proportion of income going into investment; distribution of economically active population, by sectors or fields of activity; per capita consumption of steel, iron, glass, cement, paper, sulfuric acid, and other representative products; and consumption of energy.
- Supplementary Indicators: Structure of foreign trade, imports and exports; terms of trade with third countries and with countries of the Free Trade Area; transportation networks (kilometers per capita); degree of literacy; number of hospital beds per 1,000 inhabitants; rate of disease and deaths; and public utility services.
- Specific Indicators to be Used for Application of the Measures: Balance of payments; and consumption, production, and importation of articles of which the national production is of basic importance for economic development.

Finally, Resolution No. 19, October 9, 1961, establishes the procedure for operations of the Permanent Executive Committee, charged with the application of the Treaty of Montevideo. The resolution covers Committee representation and election of officials and lists the various functions of the Executive Secretary, the officials, and the Secretariat. This resolution also authorizes the committee to establish Consultative Commissions for the study of specific problems, under procedures to be set up by the committee.—U.S. Embassy.

(See FCW, Dec. 25, 1961, for an announcement of Resolution 15 of October 11, 1961, which established rules for complementary concessions by industrial sectors, provided for in the Treaty of Montevideo; and also FCW, Apr. 11, 1960, p. 5; July 10, 1961, p. 25; Oct. 30, 1961, p. 29; and Nov. 20, 1961, p. 5 and p. 27.)

The 1961 Italian table olive pack is estimated at 38,500 short tons by official sources, the Foreign Agricultural Service reports.

This is about the same size as the 1960 and 1959 table olive packs. Generally, the quality of this year's pack is reported to be good throughout most regions.

New Trade Controls Imposed by Ghana

ACCRA.—The Government of Ghana has instituted new trade controls under which open general licenses for imports were revoked, effective Decmber 1, 1961, with the exception of certain items.

As a result of this action, a specific import license is required for each commodity from each different country. The items which still may be imported under open general licenses are: Single copies of books and periodicals addressed to individuals; *bona-fide* trade samples; personal or household effects; unsolicited gifts for individuals where the weight does not exceed 22 pounds and the value does not exceed £G25 (1 Ghanian pound =US$2.80); and articles for which reimportation certificates have been issued by customs authorities.

It is understood that goods shipped before midnight, November 30, 1961, and supported by bills of lading, will be licensed automatically provided a license application is submitted to the Controller of Imports and Exports prior to December 31, 1961. Imports which were not shipped prior to midnight, November 30, 1961, also are expected to receive liberal treatment where payment has been made or where irrevocable letters of credit have been issued. License applications for such items much be submitted by January 12, 1962.

Order Also Affects Exports

The new trade control order also revoked all open general export licenses effective December 1, 1961. At the same time, the order authorized the exportation of a number of items on open general licenses. These include trade samples, goods for which reimportation ceritficates have been issued, advertising material, postage stamps, personal and household effects, and certain gift parcels. A number of locally produced items such as cocoa, coffee, copra, coconut oil, palm kernels, palm oil, shea nuts, shea butter, alcoholic beverages, gold, silver, and diamonds are subject to open general licensing. The exportation of many of these items, however, is prohibited by special legislation. The Ghana Agricultural Produce Marketing Board, for example, has a monopoly on the export of all major agricultural commodities.

Under the new regulations, the ban on exports and imports to and from South Africa, South West Africa, Portugal, and the Portuguese monetary area will be continued.

Applications for specific import licenses must contain the following information:

Applicant's name and address; description of goods; customs item number; country of origin or manufacture; country from which goods are to be shipped; quantity (in units specified in the Customs and Excise Import List); total f.o.b. value of the goods and f.o.b. price per unit; total c.i.f. value of the goods and c.i.f. price per unit; how payment is to be made; name and address of bankers; and port/place of importation.

Each commodity shipped requires a separate application.—U.S. Embassy.

Foreign Company Oil Rights Affected by New Iraq Law

Iraq's new oil law defines the reduced areas allocated to foreign petroleum companies operating in Iraq and stipulates that lands not falling within these areas are void of all rights conceded to the companies, according to the Iraq press.

Foreign companies also are required to submit to the Government, within 3 months, geophysical and geological information as well as oil engineering data on their concession areas. Companies failing to comply will be required to compensate the Government for damages.

The oil law, No. 80 of December 12, 1961, is the beginning of a new stage in relations between Iraq and the oil companies, according to Iraqi officials.

Syria Signs Economic Pacts With Iraq, Saudi Arabia

DAMASCUS.—A delegation of high ranking officials of Syria's interim regime traveled to Baghdad, Iraq, and to Riyadh, Saudi Arabia, recently to undertake discussions on economic agreements.

The Syria-Iraq agreement signed November 3 provides for preferential treatment for imports of agricultural, mineral, and manufactured products originating in the respective countries and exempts them from customs duties; free exchange to settle trade accounts between the two countries; facilitation of the movement of capital and of the travel of individuals between the two countries; creation of a joint commission to study ways and means to increase industrial coordination and industrial integration; freedom for citizens of one country to work in the other; and liberalization of transit and transportation fees between the two countries.

The agreement between Syria and Saudi Arabia, signed at Riyadh on November 16, for the most part contained the same principal points enumerated on the Syria-Iraqi agreement.—U.S. Embassy.

British Guiana has stepped up rice exports, and prospects have improved for rice marketing, the Foreign Agricultural Service has reported.

Colombia Implements Assembly Industry Law

BOGOTA.—Colombia has implemented, in a series of resolutions of the Ministry of Development, the decree on assembly operations (FCW, Oct. 30, 1961, p. 30).

The production (assembly) of certain products now must be adjusted over a number of stages so that upon completion of the final stages the products will consist of 70% or 75% of locally produced parts.

Adjustment to locally produced parts must be completed by the dates indicated for the following items:

Radio and television receivers, record players, and sound amplifiers, June 30, 1965; motorcycles, motorbikes, and motorcars, Dec. 31, 1964; electric apparatus for shaving and cutting hair, Dec. 31, 1964; locks, June 30, 1963; heaters, liquefiers, and toasters, for domestic use, Dec. 31, 1963; vacuum cleaners, waxers, and polishers, Dec. 31, 1963; sewing machines, Dec. 31, 1965; manually operated adding machines, Dec. 31, 1968; airplanes for agricultural spraying, date indeterminate; electric accounting and statistical machines, Dec. 31, 1968; manual and electric typewriters, Dec. 31, 1967; electric adding machines, calculating machines, and cash registers, Dec. 31, 1967.

The new resolutions also provide for production quotas for each stage of adjustment.

Loan copies of the implementing resolutions affecting the assembly of particular products, as well as of the decree regulating assembly operations, now are available from the American Republics Division, Bureau of International Programs, U.S. Department of Commerce, Washington 25, D.C.—U.S. Embassy.

Colombia May Limit Imports Of Agricultural Products

BOGOTA.—The National Agricultural Congress, which met in Bogota recently, has formally requested the Colombian Government to limit agricultural imports to cover only deficits in domestic output.

The Congress, the most influential private agricultural group in Colombia, is supported to some extent by the Colombian Government and likewise participates in the directive boards of various governmental agencies. The Congress opposes imports of agricultural products resulting from the fear of competition with domestic production which, for most commodities, is sustained at prices above world levels.

The request of the National Congress includes a provision to import agricultural products only from countries that are members of the Latin American free trade area. The Congress also called upon the Government to form an Import-Export Bank that would finance exports of Colombian products to the free trade area.—U.S. Embassy.

Ecuador Alters Import Tariff On Certain Commodities

Ecuador has revised its import duty rates on certain steel, aluminum, and paper articles. The changes, involving many important reductions, necessitated the addition of several new subitems and the rewording of some existing items.

Tariff classifications for the changed items and rates of duty, specific in sucres per net kilogram and percent ad valorem, with former rate or new status in parenthesis, are as follows (18.18 sucres= US$1):

421. Paper in rolls or sheets, made up: (a) Glossed, 2 plus 10% (2.60 plus 10%); (c) surface coated, enameled, 2 plus 10% (3.50 plus 10%).
425. Special paperboard and paper, in rolls, sheets or plates: (f) With magnetic bands for use in accounting and statistical electronic machines, 5 plus 10% (new item).
702. Iron and steel wire: (c) 1. Galvanized, tinned, lead coated, copper coated, or polished, including nail wire, 0.20 plus 5% (new wording to include nail wire).
704. Sheets and plates of iron or steel: (c) Tinplate, 0.05 plus 1% (0.45 plus 5%).
780. Unworked pieces of aluminum: (b) In sheets cut otherwise than at right angles, without processing, 0.80 plus 5% (4.50 plus 5%).
784. Aluminum manufactures n.e.s.: (a) Nails, rivets, screws, bolts, and like articles, 6 plus 5% (10 plus 5%); (b) fittings and accessories for doors and windows, etc., 8 plus 5% (new item); (c) caps for bottles, etc., spiral or twist type, with or without inscription, 4 plus 5% (new item); (d) screw-type tops and other types including those covered on the inside with plastic, paper, or cardboard, 4 plus 5% (new item); (e) containers, including tubes for holding medicinals, with or without inscription on the container: 1. With inscription of names of products packaged in the country, 6 plus 5% (new item); 2. all others, 10 plus 5% (new item); (f) cans or tubs or any other container for transporting milk, 12 plus 5% (new item); (g) furniture, doors, windows, and similar articles, 60 plus 10% (new item);
(h) Portable stairs (ladders, etc.), 60 plus 10% (new item); (i) trunks, suitcases and other travel luggage, 60 plus 10% (new item); (j) tube and pipe fittings, 6 plus 5% (new item); (k) metallic cloth, mesh, and screening, 8 plus 5% (new item); (l) bands or belts, in rolls up to 15 centimeters in width, with or without impressions, 2 plus 5% (new item); (m) nonornamental grill work for use in the construction of windows and doors and similar articles, 5 plus 5% (new item); (n) ornamental grill work for use in construction, 40 plus 10% (new item); (o) soldering material, 3.60 plus 5% (new item); (p) thermos containers with exterior case of aluminum, 10 plus 5% (new item); (q) others, 60 plus 10% (new item).

These revisions in the customs tariff were authorized by Decree 1877, dated and effective on November 1, 1961.—Registro Oficial, November 1, 1961.

U.S. feed grain exports of 3 million metric tons in the July-October period in 1961 were down 13% from 3.5 million in the similar period in 1960, according to the Foreign Agricultural Service.

EFTA Council Accelerates Tariff Cut

Although the United Kingdom is negotiating for accession to the European Economic Community (EEC), the Council of Ministers of the European Free Trade Association (EFTA) has decided to further reduce tariffs among EFTA members by 10% next year.

This action greatly accelerates the original schedule, by which the next tariff cut was not due until July 1, 1963, and was taken to match corresponding cuts in the internal EEC duties.

The new 10% cut, bringing the total to 40%, will be implemented by Denmark, Portugal, Sweden, Switzerland, and the United Kingdom on March 1, 1962, and by Austria and Norway not later than September 1.

Thailand, Japan Conclude Special Yen Agreement

THAILAND. — Thailand and Japan have reached accord on the special yen account (FCW, Oct. 17, 1955, p. 7) which was set up in 1955 in settlement of the claims which Thailand had made following Japan's occupation in World War II. Japan now has agreed to pay Thailand 9.6 million pounds sterling (£1= US$2.80) over an 8-year period and to place no restrictions on Thailand's use of the money.

Under the original 1955 agreement, Japan had agreed to pay £5.4 million on account, in five annual installments. On the balance of 9.6 billion yen (360 yen= US$1), the two countries had different views—Thailand claimed the balance as an outright grant; Japan viewed it as a loan. This uncertainty has been resolved by the new agreement.—U.S. Embassy.

Germany Sets Import Quota On Food, Agricultural Items

BONN.—The Federal German Government has announced new quotas permitting the imports of a wide variety of products including fresh apples, canned fruits, and white clover seed.

Apples:

Applications for import licenses for fresh apples from the United States and Canada will be accepted by the German Ministry of Agriculture until June 15, 1962. The following varieties or variety groups, wrapped, in boxes or cartons, are covered by this quota: Golden Delicious, Red Delicious, Stayman/Winesap Group, Newton, Jonathan, Rome Beauty, McIntosh, York; of grades Extra Fancy, Fancy, Combinations and U.S. No. 1. This is an amendment to the quota announcement published in FCW, November 27, 1961, page 35.

Licenses will now be valid for 3 months but not later than June 30, 1962.

Canned Fruit:

Canned strawberries, apricots, and other nonliberalized fruits, without sugar, in containers with a content of less than 5 kilograms (11 lb.), but a gross weight of at least 5 kilograms from the United States and other countries are eligible for licensing until an unannounced quota is filled. Licence applications will be accepted until June 28, 1962, and customs clearance must occur from January 1 through June 30, 1962.

White Clover Seed:

A new quota for an unannounced quantity of white clover seed imports from the United States and Canada has been published. License applications will be accepted until March 29, 1962, and imports must occur before June 1, 1962. Special provisions have been established for ladino seed which require that it must be government blue tag certified.—U.S. Embassy.

Venezuela Revises Import Duty, Licensing of Cheese

CARACAS.—Venezuela's customs tariff paragraph on cheese has been revised to read as follows, with import duties in bolivares per gross kilogram (3.35 bolivares=US$1, at official rate of exchange):

024-01, Cheese and curd of all classes: 024-01-01, Cheddar, 1.20; 024-01-02, Gouda, 1.20; 024-01-03, Munster, 1.20; 024-01-04, processed (except Cheddar), 1.20; 024-01-05, Parmesan, 1.20; 024-01-09, other types of cheese and curd of all classes, 4.00.

The rate of 1.20 bolivares formerly applied to all types of cheese and curd. In addition, Cheddar, Gouda, Munster, processed, and Parmesan cheese are to be subject to a prior import license.

The revised classification and rates and the licensing requirement were promulgated in Gaceta Oficial of November 27, 1961, and became effective on December 26, 1961.—U.S. Embassy.

Construction . . .

(Continued from page 6)

Jamaica and Trinidad and Tobago, where the Governments, with considerable foreign help, have established ambitious programs of slum clearance. In the only other island of high population, Barbados, no aggressive steps have been taken toward relieving the slum conditions even though the population density is about 1,400 per square mile as compared with 382 for Jamaica and 410 for Trinidad and Tobago.

The Government of Trinidad and Tobago is continuing its efforts to attract oversea investment in the construction of the many low-cost dwellings needed for the expanding population. The first large-scale housing project is well underway in Trinidad. A total of 2,048 houses in all are scheduled for construction by Homes International Ltd., formed in Trinidad by Puerto Rican and Jamaican interests. Plans have been announced recently by Promotors, Ltd., for construction of a multi-story apartment building in Port of Spain starting early next year. Three other housing projects recently under consideration are for 500 houses at $4,100 each, 2,000 homes in the $3,500-$4,100 range, and 2,000 houses in the $3,000-$3,500 range.

In Jamaica, construction of low-cost housing is well underway due to combined efforts of private business and the Jamaica Government aided by the British and American Governments. Major Government efforts to clear slums and provide low-cost housing are as follows: Two U.S. Government actions through the Agency for International Development (AID)—one a $300,000 grant for a pilot low-cost housing project, and the other a $3-million loan for a large-scale housing project; and $5.6 million dollars alloted in the 1961 Jamaica budget for slum clearance. Four large building projects have been underway since 1960 to provide a total of 3,200 units. A British construction firm has announced plans for 2,000 low-income houses to be built in St. James Parish, and a small project for 70 houses costing up to $2,000 per unit was announced by local officials of St. Anne's Parish in August.

Public Construction Projects Planned

In the West Indies, particularly on the islands of Trinidad and Jamaica, a profusion of commercial and public construction projects have been started or are in the planning stage. The major public projects underway are: A $700,000 National Stadium, a $4.2-million 3-year road program, and a $42 million long-range water systems project for Kingston, all on the Island of Jamaica; and a multimillion dollar ancillary facilities project for the newly completed deep-water harbor in Barbados. In various stages of planning are: A $65-million (U.S. loan of $23.5 million) combined natural gas pipeline and 100,000-kilowatt thermoelectric plant and a multimillion-dollar (U.S. loan of $9 million) island wide sewage project in Trinidad; a multimillion-dollar expenditure for a general hospital and expanded airport facilities in Barbados; and a multimillion-dollar (U.S. loan of $2 million) sewage project and a $11.2 million irrigation project near Kingston, both on the Island of Jamaica.

All of these construction projects plus those in connection with the establishment of light industries, too numerous to mention, in the Federation provide an almost unlimited variety of export and investment opportunities for U.S. businessmen.

Hong Kong . . .

(Continued from page 23)

and a five-man Long Beach, California, trade mission visited the Colony in November. The Long Beach mission, headed by the mayor of Long Beach, met with local shippers, traders, and Government officials. They discussed the advantages of two-way trade between Southern California and Hong Kong, particularly ways in which the Port facilities, industrial activities, and trade characteristics could be exploited to mutual benefit.

The first Isbrandtsen fair displayed various types of household appliances. The second, featuring building and construction materials, was opportune in view of the Colony's building boom and the special regard for American products in that field. The displays were admired by more than 600 local builders, contractors, traders, and Government officials who visited the Fair.

Hong Kong's Exports Sluggish

The most disappointing aspect of Hong Kong's trade performance in 1961 has been the sharp decline in exports to their principal markets, following a year of marked expansion and promise. For example, exports and reexports to the United States ($82 million) and the U.K. ($78 million) were down 24 and 15%, respectively. The decrease in exports to the United States is attributable to the leveling off of American demand for cotton textiles, the Colony's principal export. Practically all categories of cotton garments and piece goods except brassieres, slacks, trousers, and cotton drills fell substantially below 1960 levels.

The Colony's acceptance of the Geneva textile agreement climaxed long negotiations. Details on procedures for allocating sales to American purchasers are gradually being worked out. New regulations were effected in October whereby applications for export to the United States will be classified in terms of 64 critical categories. This device will enable local authorities to scrutinize exports of the specific categories and thereby anticipate likely restrictions.—U.S. Consulate General.

Viet-Nam . . .

(Continued from page 24)

effective November 7, to insure high quality and health standards for these domestically produced food products.

1962 Budget Announced

The President of Viet-Nam addressing the National Assembly on October 2 forecast 1962 Government expenditures at some VN$24 billion compared with VN$19 billion in 1961 and receipts at some VN$12.5 billion from existing revenues (US$1=VN$35, official rate). Additional income in 1962 is presumably expected from an undetermined amount of U.S. assistance, higher taxes on imports, and tax reforms.

The money supply declined insignificantly in the third quarter, from 17.7 to 17.0 billion piasters. Bank credit for domestic distribution was further curtailed, contributing to a further reduction in retail sales in the Provinces. Consumer price indexes (1959=100) showed an upward trend—the working class index rising from 103 to 108 and the middle class index rising from 104 to 106 between June and September. The rise in the cost of living is attributed to the higher cost of rice, fresh fish, pork, and chicken.

Following the Mekong River October deluge which flooded 90% of certain communities, destroyed almost all rice available for export, made over 200,000 people homeless, and affected over 1 million in the agricultural population, retail food prices showed further substantial increases.—U.S. Embassy.

Leads . . .

(Continued from page 20)

Technical Corp., Ltd. (manufacturer and export merchant), 636 Alexandra House. WTD 2/27/61.

369 Electrical Equipment

Germany

Metallized **plastic foil capacitators** and small plastic impregnated and miniature and sub-miniature low voltage **electrolytic capacitators.** Direct or through agents. Wilhelm Westermann Spezialfabrik fuer Kondensatoren (WIMA, manufacturer), Augusta - Anlage 56, Mannheim. WTD 12/4/61. Catalogs.★

394 Sports Equipment

France

Bowling balls, 3 in. Brass and zinc-manganese hollow. Direct or through agents. Fonderies du Midi (manufacturer), 21 rue Cite des Platanes, Marseille 5. WTD 11/30/61.

Germany

Skis, laminated, ash and hickory. Skifabrik Hugo Schelkle (manufacturer), POB 14, Baiersbronn, Schwarzwald, West Germany. WTD 12/1/61.

U.S. Trade in Manganese Ore, Ferroalloys Mixed

U.S. imports of manganese ore have always been high but those for the past nine months of 1961 fell 25% below the comparable total for 1960. Meanwhile, imports of manganese ferroalloys gained 46% and total ferroalloy exports reflected an increase of 32%.

For the past three quarters of 1961, manganese ore imports totaled 1,367,256 tons, valued at $50.6 million, as against 1,842,609 tons, at $70.1 million, for the comparable 1960 period. Five countries supplied 85% of the ore—Brazil, 30%; India, 21%; Ghana, 15%; the Republic of South Africa, 10%; and Mexico, 9%. The United States is deficient in wanted grades of manganese ore and domestic production has always been small.

American exports of manganese ores and concentrates in 1960 totaled 5,608 tons valued at $719,000, equivalent to $140 a ton, compared to $36 a ton for foreign ore. This classification, however, is not comparable to that of imports as it includes highly-processed materials such as manganese dioxide for the manufacture of dry cells, manganite, and silicon manganese ore.

Ferroalloy Exports Up

The increased U.S. trade in ferroalloys resulted in total exports of $10.7 million for the first 9 months of 1961, compared to $8.1 million in the 1960 period. Oversea shipments of manganese alloys, meanwhile, were valued at $123,000 in 1961, compared to $58,000 in 1960.

Exports of ferroalloys have always been small in relation to imports. Major ferroalloy imports fell to $30.1 million while those for manganese alloys rose to $22.9 million in the 1961 period. Comparable totals for 1960 were $32.5 million and $15.8 million, respectively. The high ferromanganese rate was due in large part to imports of bartered products from India.

Canadian Production of Leather Footwear Gains

Canadian leather footwear production totaled 34,811,748 pairs in the first 9 months of 1961. This was 1,607,156 pairs higher than the 33,204,592 pairs produced in the corresponding period of 1960, according to official figures.

In the 1961 period, 29% of the shoes were produced with leather soles. In 1960, 30% of the shoes had leather soles.

U.S. exports of footwear to Canada totaled 395,887 pairs in Jan.-Aug. 1961. U.S. imports from Canada in the same period amounted to 234,906 pairs.

French Electronic Market Presents Opportunity for Greater U.S. Sales

PARIS.—Prospects for increased sales of U.S. electronic equipment to France are good. This favorable outlook results from the abolition in 1961 of most quantitative restrictions on imports and the rising demand of the French Government and industry for electronic equipment.

The United States is the principal foreign supplier of electronic products to France, accounting for 46% of such imports in 1960. Imports from the United States, valued at $28 million, reflected a 56% increase over those in 1959. Products showing the greatest strength were electron tubes and semiconductors, increasing from $3.9 million to $8.6 million, and industrial, military, and technical equipment increasing from $4.1 million to $5.2 million.

French Industry Moves Ahead

Sales of the combined branches of the French electronics industry increased from $527 million in 1959 to $669 million in 1960, continuing a high rate of expansion. This 27% increase may be compared with a general industrial growth rate of between 7 and 8% in the same period.

The number of production workers in the French electronics industry rose from 37,568 in 1959 to 43,823 in 1960, with man-hours worked rising from 76.2 million to 86.0 million. A comparison of the value of output per man-hour worked for 2 years indicates an increase in productivity of about 12%. Prices have not risen significantly and, actually are lower for some items. French productivity per man-hour, however, remains below that of the U.S. electronics industry, with French sources placing it at about one-third of that in the United States.

The television-radio branch remains a strong factor in the growth of the French electronics industry. Sales of television receivers and radio receivers totaled $171.9 million in 1959 and $210.7 million in 1960. Production of television receivers numbered 655,000 in 1960, compared with 511,000 in 1959.

The number of television sets in use in France approximates 40 per 1,000 persons French sources estimate, compared with 80 per 1,000 in Germany, 200 in the United Kingdom, and 310 in the United States. In April of this year, there were 2.2 million television receivers in use in France. Exports and imports of television receivers are of relatively minor importance principally because present French television standards (819 lines) differ from those of other countries.

Sales of television receivers dropped markedly early in 1961 on the news of a projected second television network to be put into operation in 1963. As the new network will transmit a picture of 625 lines, purchasers are hesitant to buy sets to receive only the 819-line picture of the existing network. Sets now being produced are able to receive the 625-line picture by the insertion of an adaptor. Producers, however, are not now equipping sets with adaptors as they anticipate techniques will change before the new network goes into operation. By presenting an additional choice of programs, the second network is expected to be a stimulus to the television industry in future years.

Production of radio receivers increased 25% from 1959-1960. This growth reflects the rise in production of portable transistor radios, which now dominate the French market. Production of all other types, except automobile radios, declined. Of the 2,214,000 radios sold in 1960, 1,564,000 were portable transistor models, a 74% increase over 1959.

Exports of radios rose slightly in 1960, with 68% going to present or former French colonies. Imports of radios, while still of minor importance, rose steeply, with the bulk coming from Germany and to a lesser extent from the Netherlands. Sales of radios weakened in July 1961, with the announcement of a change in the tax laws which would shift part of the tax formerly placed on sets-in-use to the producers, and hence the purchasers of new sets. The industry is fighting the application of this tax.

Sales of industrial, military, and technical equipment increased 23% from $135.4 million in 1959 to $166.7 million in 1960. Principal users of this equipment are the French Army and other French Government agencies, which accounted for 65% of all sales in 1960.

French Exports Gain

The principal markets for French exports of electronic equipment in 1960 were the Netherlands, West Germany, the U.S.S.R., and Belgium-Luxembourg.

(See Electronics, page 31)

Value of U.S. Bicycle Imports Down 10.8%

Bicycle imports into the United States declined 12.2% in quantity and 10.8% in value in the first 9 months of 1961, under the comparable 1960 period. Jan.-Sept. 1961 and 1960 imports (in parentheses) totaled 689,750 (785,788) bicycles valued at $12,743,680 ($14,288,595). All 6 classes of imports shared in the decrease, according to U.S. Bureau of the Census figures.

Bicycles with wheel diameter over 25 in. and weighing less than 36 lb. each dropped only 2.3% in quantity and 3.9% in value. This major category accounted for 450,148 units, valued at $9,155,982.

Gains in imports from the United Kingdom, now the leading supplier, softened the downturn. Imports increased to 298,988 units valued at $5,963,388—or a gain of 55.7% in units and 38.3% in value over Jan.-Sept. 1960. U.K. shipments in 1961 were greatest in bicycles over 25 in. in wheel diameter and less than 36 lb. These amounted to 255,167 units, valued at $5,241,388.

Reduced purchases from West Germany, now second-ranking U.S. supplier, were the major factor in the overall decline in imports. German imports in the first 9 months of 1961 fell 48% in both units and value. Purchases in the 1961 period compared with 1960 (in parentheses) totaled 124,530 (239,542) units valued at $2,001,027 ($3,837,673).

Shipments from the Netherlands, Czechoslovakia, Belgium, and Japan dropped. On the other hand, Austria, as well as Italy and Poland, registered gains over 1960.

Imports of bicycle parts (including bells but excluding tires) fell in the 1961 period to $6,536,862, a 26% drop from 1960's 9-month figure of $8,828,786. West Germany, the number one supplier, accounted for $2,688,571 ($3,956,842).

Lebanese Market for U.S. Automotive Sales Analyzed

Until the United States produces a car to compete with Volkswagen, Renault, and Fiat, U.S. products will continue to fill only a small percent of the Lebanese market. This conclusion was reached at a recent export sales seminar on automotive exports held by the U.S. Embassy, Beirut, and attended by 11 representatives of U.S. firms.

The seminar also thought that if some method of guaranteeing or insuring extended credit terms to reliable distributors were formulated, the U.S. share of the market would rise.

Other problems connected with importing automobiles, trucks, and automotive products from the United States were raised—high freight (internal U.S.) and ocean shipping charges, tariffs based on weight, high initial cost, operation costs, and competition from Japan and Europe (including U.S. corporations).

Seminar members were satisfied with American quality and service and the continued success of U.S. cars as taxis. They considered that American autobus and truck sales were very healthy, aided by the new anti-diesel law in Lebanon.

Reports in the Commodity News department generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions, based on dispatches from U.S. Foreign Service posts and departmental research.

Sweden . . .

(Continued from page 23)

gram for coarse grain, the principal purpose being to prevent an over-production of livestock products, especially pork.

The apple and pear crops were small, or about half of the 1960 crop and two-thirds of the 1955-59 average. The embargo on pear imports was lifted on September 19. Import restrictions on apples were removed on December 4.

Finance in Favorable World Position

Several indicators showed the favorable international position of Sweden. The Riksbank during August participated in the International Monetary Fund credit to the United Kingdom, causing a slight decline in the continually rising foreign exchange reserves, a dip which was quickly covered by new increases.

The liquidity position of the commercial banks improved during the summer, as evidenced by the fact that the banks had less recourse to heavy borrowing at the Riksbank, as had been the situation a year ago. However, during September the banks again ran their debt at the Riksbank up to over 600 million crowns, a figure not too far behind the September 1960 level. The loss of liquidity stemmed from shifts of corporate funds into the investment reserve accounts at the Riksbank and into autumn offerings of new bond issues. The banks' liquidity loss, however, was not deemed serious by the bankers, who considered it possible to begin expanding the banks' holdings of foreign exchange.

In spite of these indications that the supply of money has become more ample during the third quarter, the Government's economic policy has remained austere and there is no sign that credit policies will be eased. The Governor of the Riksbank has announced that the restrictive policy is to be maintained and has suggested that tighter liquidity quotas for the banks are to be instigated.

Preliminary Swedish foreign trade statistics show imports at 10,962 million crowns and exports at 10,344 million crowns for the first 9 months of 1961. Imports from the United States totaled 1,003.1 million crowns and exports totaled 384.3 million crowns for the first 7 months of 1961 as compared with 995.6 and 504.2, respectively, for 1960. The rise in imports was accounted for primarily in larger imports of tobacco, textile fibers, machinery, and apparatus. The decline in exports was accounted for by lower shipments of hides, skins, and furs, woodpulp, steel, machinery, and passenger automobiles.

Thus, so far this year, the pattern of imports and exports has developed more favorably than had been forecast in the 1961 national accounts estimates.—U.S. Embassy.

British Machine Tool Industry Output Rises

The backlog of unfilled machine tool orders continues at a high level in the United Kingdom, despite an increase in deliveries due to improved productive facilities and a moderate decline in new orders over recent months.

Unfilled orders for domestic deliveries were valued at $243,513,000 and export orders at $89,158,000 on Oct. 1, 1961, compared to $212,237,000 and $64,733,000, respectively, on Oct. 1, 1960, according to a recent statement by the Machine Tool Trades Assn., London, which represents more than 75% of the manufacturers.

The net gain in the total backlog amounted to about 20%, with export orders up about 37.7% and domestic orders up about 14.7%.

New net orders for Sept. 1961 amounted to $20,289,000 from domestic buyers and $7,602,000 from export for a moderate decrease of about 5.8% and 6.1%. The flow of new orders from domestic buyers began to decline early in 1961, resulting in a total reduction of about 18% for the first 9 months. Export orders, meanwhile, continued at a good rate in the May-August period but declined moderately in September and October.

The value of total shipments for the 9 months were not stated. Shipments in Sept. 1961, however, were reported at $20,336,000 to domestic buyers and $7,521,000 to foreign markets for increases of 12.3% and 19.1%, respectively, over the previous year.

Turkey's tobacco exports in the first 8 months of 1961 totaled 100.5 million pounds—up 26% from the similar period of 1960, the Foreign Agricultural Service reports.

Japanese Food Processing Machinery Market To Grow

KOBE-OSAKA.—The food processing industry in Japan has developed to the point reached by the U.S. industry 15 years ago. Canned goods are widely used and the canning industry is modern and well developed. Japanese canning-industry representatives have shown interest in new methods of canning reportedly developed in the United States, including the use of aluminum cans and certain vacuum-pack techniques.

While large quantities of frozen seafood products are prepared in Japan for export in both bulk and home use packaging, only a limited variety is available locally. Fewer than 15% of Japanese households are equipped with electric refrigerators but the number is rapidly increasing. One leading electric appliance manufacturer has recently announced plans for marketing the first home deep-freeze storage unit to be produced in Japan. If other manufacturers produce similar units and a competitive situation develops, there could be an intensive consumer education advertising campaign for frozen products.

Adaptation of U.S. processes and equipment to commercial scale quick-freezing of foods with consumer appeal in Japan might require research and experimentation. The possibility for volume sales, however, does exist in the not too distant future.

Potential in Freeze-Dried Units

Perhaps the greatest export potential is linked to the strong possibility of a demand for the new quick-freeze dehydrated food products. Freeze-dried foods are easily adaptable to Japanese consumer tastes and much less troublesome and inexpensive for the average Japanese consumer to utilize. Although this method is new to Japan, instant foods—chiefly dehydrated soups and noodle products—have been marketed for some time.

A recently organized Japanese company plans to adapt the quick-freeze, dehydrating technique to typical Japanese prepared foods as well as to meat, fish, and fresh fruit. Commercial sales are expected to begin soon. With the stimulated interest in instant foodstuffs that sales of these products will create, other manufacturers will enter the field with similar products. Thus, there will be high interest by competitors in comparable machinery or techniques available from the United States.

Although technicians in the food preservation field are aware of developments in irradiation preservation, there are no plans to utilize this technique in Japan now. However, low-dose or radiation preservation offer techniques suited for the preservation of fish and fruits, both popular items in the diet. New developments in this field, however, would interest possible users.

Machinery for processing dairy products, meats, bakery products, candies, and ice crean is used widely. There will be continuing interest in new developments in these fields, especially if the size and productive capacity of the machinery is adaptable to the medium-size Japanese producers. Despite radical changes in the dietary habits of prewar and postwar Japan, mainly reflected in the increased consumption of meat, dairy products, and fresh vegetables, the Japanese diet continues to differ substantially from that of the West. Food processing techniques must be satisfactory for adaptation to Japanese habits and tastes before they can be expected to gain wide acceptance.—U.S. Consulate General.

Electronics . . .

(Continued from page 29)

Exports to the Common Market countries have been rising steadily. The principal exports were tubes and semiconductors (chiefly to the Netherlands), radios, phonograph records, and navigational equipment. Exports to the U.S.S.R. rose from $1.2 million in 1959 to $4.8 million in 1960, due almost entirely to heavy Soviet purchases of broadcasting and receiving equipment. Exports to the United States rose from $1.9 million in 1959 to $2.4 million in 1960. About half the total consisted of transmitting tubes.

The general prospects for the French electronics industry—now the third largest in Western Europe following West Germany and the United Kingdom—are for a continued high rate of expansion in the foreseeable future, especially while the French economy maintains its current growth rate.

The chief factors favoring the industry are the rising level of French consumer incomes permitting the increased purchase of television and radio receivers, increased automation of the French industry, and the rising demand of the French Government for electronic equipment. As French production increases, the economies of mass production are beginning to permit the French to compete on increasingly favorable terms in the export market.

Two principal problems face the French electronics industry. One is the growing difficulty of obtaining trained engineers and technicians—a problem compounded by the efforts of the Government to decentralize the industry outside the Paris area. The other is the difficulty of financing the research necessary to keep the French rate of progress in electronics techniques equal to that of its competitors. The industry is looking toward close cooperation with French universities and research institutes, as well as government assistance in financing research, to overcome these problems.

The total electronics output will exceed $1 billion by 1965, French industry sources predict, with the television branch providing the prime stimulus.—U.S. Embassy.

Medical Equipment Market In El Salvador Expands

SAN SALVADOR.—The volume of Salvadoran imports of dental, surgical, and hospital equipment has followed an upward trend over the past decade. It is anticipated that consumption of medical items will continue to increase.

Total imports, which equal consumption, amounted to $616,000 in 1960, according to official Salvadoran statistics. The United States continues to be the principal supplier, accounting for about three-fourths of the total for the last 3 years.

U.S. exports of medical items to El Salvador for the first 6 months of 1961 have increased 14% over the comparable 1960 period, according to U.S. Bureau of the Census data. One-third of the $184,000 exports were shipments of surgical and medical apparatus, up sharply from the preceding year.

The United States is in a particularly strong position at present in the Salvador market in all but 2 commodity classifications—sterilizers and autoclaves, and hypodermic needles and syringes. In the latter group, the United States supplied only $7,220 of total imports of $29,510, while shipping 10% of the $23,000 total of the former class. The market for dental equipment and supplies is quite large, $242,000 in 1960, with the U.S. share $175,000.

A multimillion dollar hospital is now under construction by the local Social Security Institute. Five private hospitals and a government hospital operate in San Salvador. In addition, there are 11 hospitals and several clinics in the interior. All government hospitals and clinics operate under the Ministry of Public Health.

Most medical items are distributed by a specialized firm in San Salvador, which sells directly to local doctors and hospitals. The government orders its requirements through the official purchasing office (Proveeduria General de la Republica) which publishes bids. Dental instruments, dental equipment and supplies, artificial teeth, and dental precious metals are sold by three firms.

Large local drugstores carry a complete line of surgical dressings, rubber goods, hypodermic needles and syringes, thermometers, and other small medical items.—U.S. Embassy.

Export Promotion Calendar

Star (★) indicates U.S. Department of Commerce exhibit participation.

January 1962

4.—International Advertising Association banquet, Los Angeles, Calif. Sponsor: Los Angeles Chapter, International Advertising Association. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

8-12.—Automotive Engineering Congress and Exposition, Cobo Hall, Detroit, Mich. Sponsor: Society of Automotive Engineers.★

9.—Bimonthly dinner meeting, Springfield Export Sales Managers Club, Storrowtown Tavern, West Springfield, Mass.

10.—Monthly meeting, Minnesota World Trade Association, Normandy Hotel, Minneapolis, Minn. Speaker: Paul Wishart, Chairman of the Board, Minneapolis Honeywell Regulator Co.

10-12.—Annual trade show, Agricultural Ammonia Institute, Sheraton-Jefferson Hotel, St. Louis, Mo.★

11.—Monthly dinner meeting, International Trade Association of New England, Inc. Topic for discussion: Ex-Im Bank's Short Term Export Credit Guarantee Program. University Club, Boston, Mass.

11.—Luncheon meeting, International Trade Club of Chicago, LaSalle Hotel, Chicago, Ill. Subject: Export Expansion and the Art of Selling.

11.—Industrial Development Foundation, Business Advisory Group, Greensboro, N.C. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

12.—Wisconsin Chamber of Commerce Executives Forum, Eau Claire, Wis. Commerce speaker: Anthony J. Buchar, Chicago Field Office.

14.—Industrial Development Foundation meeting, Business Advisory Group, Greensboro Country Club, Greensboro, N.C. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

17.—Business Counseling Conference, Kansas City, Mo. Sponsors: Small Business Administration, U.S. Department of Commerce. Commerce speaker: Henry J. Dempsey, Bureau of International Business Operations.

17.—Lancaster Executives Club meeting, Lancaster, Pa. Commerce speaker: E. E. Schnellbacher, Bureau of International Business Operations.

17.—Businessmen's conference with U.S. Trade Missions to Peru-Ecuador, and Chile. Hotel DuPont Plaza, Miami, Fla. Speaker: W. Michael Blumenthal, Deputy Assistant Secretary of State for Economic Affairs.

19.—Foreign Trade workshop and seminar, Armstrong College of Savannah, Savannah, Ga. Speaker: E. E. Schnellbacher, Bureau of International Business Operations. Sponsor: Armstrong College of Savannah.

19.—Regional meeting, Canvas Products Association International, Milwaukee, Wis.

19.—Businessmen's conference with U.S. Trade Mission to Chile. Sheraton Dallas Hotel, Dallas, Tex. Speaker: The Honorable Filipe Herrara, President, Inter-American Development Bank.

21-29.—Second Orientation to Brazil Program, Gould House, Ardsley-on-Hudson, N.Y. Sponsor: Office of Special Service to Business and Industry, New York University.

23.—Latin America Conference, Hartford College, West Hartford, Conn. Sponsors: Foreign Policy Association, Hartford County Manufacturers' Association. Commerce speaker: Claude W. Courand, Bureau of International Programs.

23.—World Trade Conference, Wichita, Kan.

23.—Monthly dinner meeting, World Trade Club of Greater Providence Chamber of Commerce, Metocomet Country Club, Providence, R.I.

23-24.—Second Duluth Institute on Foreign Trade, Hotel Duluth, Duluth, Minn. Sponsor: University of Minnesota. Commerce speaker: E. E. Schnellbacher (January 23), Bureau of International Business Operations.★

24-25.—Conference for corporation executives: Recent Developments in Latin America. Hotel Statler, Washington, D.C. Sponsor: School of Advanced International Studies, Johns Hopkins University.

26.—Annual convention, American Soap & Glycerine Producers, Inc., Waldorf-Astoria Hotel, New York, N.Y. Commerce speaker: L. Edward Scriven, Bureau of International Business Operations.

29.—National Businessmen's Week banquet, Sales Executives of Washington Club, Mayflower Hotel, Washington, D.C. Commerce speaker and Honorary Chairman: Luther H. Hodges, Secretary of Commerce.

30.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Emerson Hotel, Baltimore, Md.

February

1.—Businessmen's conference with U.S. Trade Missions to Nigeria and Pakistan. Sheraton Plaza Hotel, Boston, Mass.

7.—International Management Program session, International House, Boston, Mass. Sponsor: World Trade Center of New England.

8.—Monthly dinner meeting, International Trade Association of New England, Inc., University Club, Boston, Mass. Speaker: Francis X. Scafuro, vice president, Bank of America (International). Topic: Credit and Financing Machinery Needed for Growth of International Trade.

U.S., Poland Sign Agreement On Sale of Farm Commodities

Agreement has been reached between the Governments of the United States and Poland on a program under Title I, Public Law 480, for sale of the following commodities, with approximate quantities in millions of bushels and values in millions of dollars:

Wheat, 14.7, $25.5; barley, 4.6, $5.7; soybean/cottonseed oil, 52.9, $7.7; tallow, 22.0, $1.8; ocean transportation (estimated), $3.9.

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TRADE OPPORTUNITIES present specific requests from firms in foreign markets for connections with American suppliers for direct purchases of specific products, on offering to serve an agency or distributor basis.

TRADE CONTACT SURVEYS also may be used where satisfactory trade connections through the sources listed above are inadequate. This service is designed to locate several foreign firms in a particular country to meet the exporter's specific requirements. A charge of $10 is made for each survey conducted.

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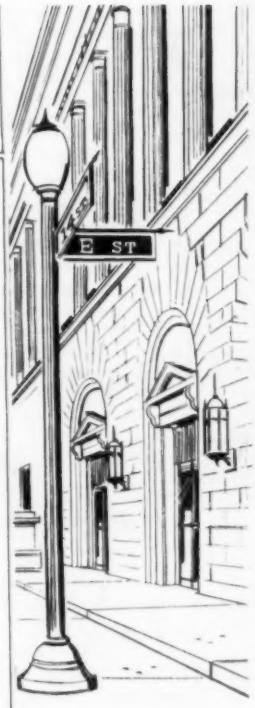

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